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Ann Arbor, Mich

AMERICAN CATTLE PRODUCER

• THE CATTLEMAN'S BUSINESS MAGAZINE

IN THIS ISSUE:

- CONVENTION TALKS
- OUTLOOK
- RESOLUTIONS
- PICTURES
- SEASONAL PATTERN



Babies - 3,500,000 a year - are making your future bright!

There are greater opportunities ahead for you in producing more food for more people.

More than twenty-one million babies have been born in the United States in the last six years and the number of births continues very high. These post-war children are all growing up. They will need more and more food produced on your farm and prepared for the table in our plants. At the same time, older folks are staying with us longer. People who reach 65 can now be expected to live another 14 years, on an average.

The net result is that the population is going up at the rate of 7,000 a day—and so is the demand for "three meals a day."

There are other reasons why we believe the future looks very bright for everyone engaged in the business of providing America's food. The Department of Agriculture assures us that the land now being worked can be made to support enough hogs, cattle and sheep to provide 159 pounds of meat per person in 1955. Grassland farming and brush clearance programs are making it possible to increase the productivity and value of millions of acres of land. Better breeds of livestock and better feeds, new labor-saving machinery and improved management methods are all helping farmers and ranchers produce higher quality "raw materials" for our food supply—faster and more efficiently.

Now is the time for you to make new plans, remembering that the demand for your products is constantly growing.

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President, Armour and Company

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Pictured here is Livestock Supply Department of Brandis Drug Store, Bend, Oregon.



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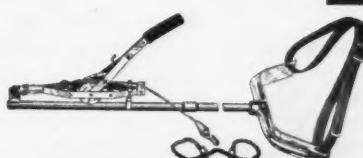
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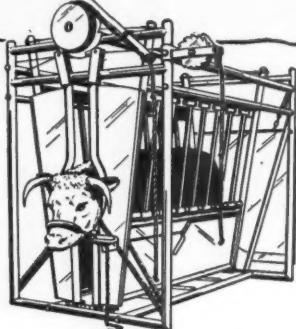
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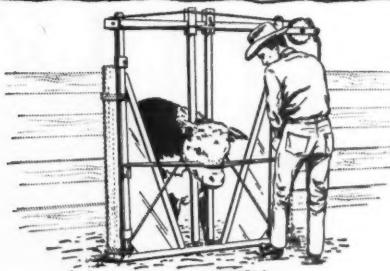
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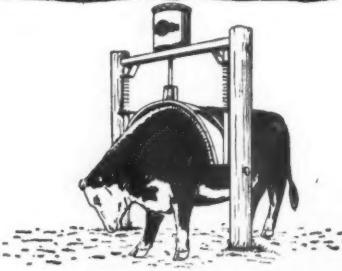
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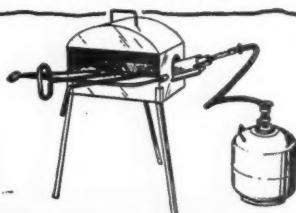
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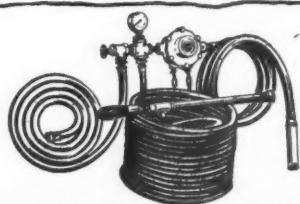
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TO THE
EDITOR

MILD WINTER—We are enjoying a very mild winter to date. It is nice while it lasts but I keep wondering what we will use for water come summer. Hope it turns out that I am a pessimist. Cattle are doing fine and it looks as though there will be no shortage of feed.—Wendell Jardine, Beaverhead County, Mont.

STILL DRY—From San Angelo to Ft. Worth and Dallas north to the River and all over the western part of the state it has not rained. But to the south times are good. Even as close as 40 to 50 miles east and southeast of here the country has had good rains—San Saba, Llano, Mason, Gillespie, Williamson, Travis and all the counties in central Texas seem to be in good shape other than the market. But from here west and north it is still as dry as the proverbial powderhouse. We got a light snow last week but it was a dry one.—J. R. Hewitt, San Angelo, Texas.

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AMERICAN CATTLE PRODUCER

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SEVEN OUT OF THE 30 states represented at the American National Cattlemen's Association meeting in Kansas City in January were southern states—Alabama, Arkansas, Florida, Georgia, Louisiana, Mississippi, and South Carolina. To put it another way, cattlemen of the South, sure of their progress in better grasslands and better cattle, are now identifying themselves with the nation's great cattle industry.

HOW THE SOUTH has progressed is described in an article by E. L. Langsford and Esther M. Colvin of the Bureau of Agricultural Economics in *The Agricultural Situation:*

IN NORTHERN GEORGIA, for example, before pastures were improved, it sometimes took as many as 10 acres of native pasture to support one cow for three months during the broomsedge season. During this season, the flora on some of these pastures averaged 81 per cent broomsedge, 9 per cent weeds, 10 per cent grass and no legumes. With new seeding and fertilization the flora changed to 60 per cent legumes, 16 per cent grass, 22 per cent weeds and 2 per cent broomsedge. With this improved pasture, three acres could satisfactorily support a cow for about eight months of the year.

IN ALABAMA, since 1935, when the program started, more than 2,250,000 acres of permanent pastures have received some types of improvement practice. From 1935 to 1940 stress was placed on demonstrations. Untreated check plots and "check pens" were featured by the state college. Later "Green Community Pasture Clubs" were formed in many counties. Now practically every county and community have improved pastures.

SO GONE is the skepticism expressed in the saying, "It's all right for other sections, but we can't raise those sweet grasses here." This change of mind, say the authors, came about because the boll weevil chewed up too much cotton; farm to city migration increased; more money and consumers stepped up demand for milk and meat.

COST OF PASTURES, according to a study in South Carolina indicated that the cost of properly establishing an acre of fescue and Ladino clover pasture is around \$65 to \$75 and that the cost of maintaining it is perhaps \$20 to \$25 per acre a year. The initial cost includes the cost of fencing though not the original cost of the land.

THIS MAY SEEM HIGH, but the authors point out that on such pastures some farmers have grazed a cow per acre for most of the year; on land once considered ruined by cash cropping, fertilizer and new grasses have proved that yields of more than 300 pounds of beef can be harvested yearly from one acre, with a minimum of labor.

FURTHER DEVELOPMENT will depend to some extent upon the financial condition of individual farmers, the available credit and the information and services available to them.

THE POTENTIAL for further extension and development in the region is great. Much can be done in breeding new grasses. Will M. Meyers, former director of field crops in the Department of Agriculture, says that of the 6,000 species of grasses, we now use only a handful. He estimates that in the Southeast, through the renovation of pastures, cattle and sheep could increase by 475 per cent. There is also a possibility of breeding animals designed especially for grassland agriculture.

INCREASING POPULATION, the authors say, may mean that in less than 25 years five people will sit down to the dinner table where today only four sit. In the South, as elsewhere, more food will be needed. Better pastures will help to put food on the dinner tables of the country.

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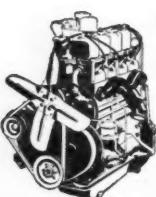
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Trade, Not Aid!

(The cattlemen at Kansas City in the meeting of the American National convention adopted a resolution saying that imports should not be admitted on terms endangering the living standards of U. S. working men, farmers or stockmen and heard a talk by an expert on the dangers of top-heavy foreign trade. The following emphasizes still another aspect of the subject.)

A PHRASE has been put into circulation lately with much approval in certain foreign diplomatic circles and by some well meaning if misguided citizens. Trade, not aid, is advanced as the great new panacea. One might think the prescription had never been heard of before, so fervent is the pious approval of trade and the noble disclaimer of mere monetary aid. It might also be gathered from the discussion of foreign economic problems that the United States was some kind of double-faced, benevolent ogre. A paltry \$30 billion or \$40 billion must be taken some kind of benevolence, but this country is an ogre nonetheless because its tariffs and trade policies are responsible for Europe's plight! Nothing could be more inaccurate, misleading and plain cockeyed than the foregoing impression.

The real issue is the continuance of unprecedented, artificial obstacles to trade, imposed by other nations for selfish and shortsighted reasons. That has remained the real issue and it still is today. Time and again, when the United States has ventured to question the lack of genuine reciprocity by others in foreign trade, the answer has always been that the barriers, the restrictions, the quotas, the currency shenanigans were made necessary by temporary circumstances.

Apparently "temporary" can be indefinitely prolonged when it is to the advantage of special interests abroad to duck principles, or when economic aid is not definitely tied in with the elimination of artificial restrictions. Everybody, for example, gives lip service to the free movement of raw materials as the only way of establishing sound markets. Almost everywhere, however, with the exception of the United States, some form of restrictions on raw materials prevails and more often than not they are tied in with indirect subsidies of one kind or another. Only now in some countries are trade interests awakening to the truth and beginning to urge their governments to reverse a self-defeating course.

Every European statesman, and quite a few U. S. orators, can make the rafters ring on the iniquity of U. S. tariffs. No one seems to take the trouble to worry about the facts. U. S. tariffs are not the barrier to trade. This country's tariff rates have been progressively reduced in reciprocal trade agreement after agreement; they are now lower than the tariffs of any other trading country. What is more important, U. S. tariffs do not camouflage a network of restrictions and barriers which nullify trade and prevent competition.

Contrary to the impression now being cultivated, the United States has led the

way and has set up an unprecedented example in removing trade barriers. Its example has not been followed. The responsibility for whatever ailment prevails in many areas abroad must be pinned directly on foreign policies which have condoned and tolerated public and private monopolies, cartels, trade restrictions, quotas, subsidies, barter deals, currency arrangements and all of the other artificial devices which can stultify genuine economic recovery and progress. Trade, not aid, IS the answer, and the obligation of making it an effective answer should be acknowledged and undertaken by some of the other countries that keep pointing an admonitory finger at the United States.—From Tanners' Council News.

Imaginative Power

(River valley authorities and the Pick-Sloan plan for development of the Missouri River basin were the subject of two resolutions at the American National meeting in Kansas City in January. River valleys were opposed and Congress was asked to go over the Pick-Sloan plan thoroughly before appropriating money for it. On the subject of dams, our readers will be interested in the following, entitled "Power of the Imagination.")

IN THE New York World-Telegram-Sun, James Daniel describes the world's "driest dam." This interesting edifice, says Mr. Daniel, was built at Cherry Creek, Colo., by the Army Engineers to catch a flood that might come once in a century. In other times, the creek often contains barely enough water for wading. But the dam stands there waterless—an earthfill almost three miles long, 140 feet high, complete with concrete control towers, spillways, dam keeper's quarters, etc. It cost the taxpayers the neat sum of \$15,000,000,

A TIMELY REMINDER



which might strike some as quite a lot of money to pay for a dam which holds no water and perhaps never will.

The dam, it seems, is a trophy of the fight between the Army Engineers and the Bureau of Reclamation to determine which of these eager-beaver federal agencies was going to build all the dams in the Missouri Basin, of which Cherry Creek is a tiny part. According to Mr. Daniel, the army won by "outdoing the reclamation boys in power of the imagination." This may be an exceptional example of the waste which is part and parcel of the dam building craze. Even so, it is typical of the fact that, if the interested federal bureaus have their way, there is hardly a watercourse in the country which won't be dammed, entirely regardless of the need, and entirely regardless of the cost. And this, in turn, is part and parcel of the campaign to create a federal monopoly of our water-power—and of everything which goes with it, including land and electricity. The Cherry Creek dam symbolizes the "drunken-sailor" philosophy which has been spending the country toward bankruptcy and socialism.—From The Industrial News Review.

The Resolutions

RESOLUTIONS passed at the Kansas City meeting of the American National Cattlemen's Association:

1. Urged immediate removal of price control and return to voluntary grading and free marketing.
2. Stated that foreign products shall not be admitted on terms endangering living standards of American working man, farmer or stockman.
3. Urged utmost economy in government and close scrutiny of all appropriations.
4. Asked continuation of the "Buy American" policy.
5. Opposed creation of river valley authorities as contrary to principles of our government.
6. Asked Congress to withhold funds for Pick-Sloan plan for Missouri River Basin development for a re-evaluation and accounting and inquiry into its necessity and feasibility.
7. Opposed the policy of government acquisition of private land.
8. Suggested that Forest Service furnish each permittee a copy of records, reports and plans pertaining to his grazing allotment.
9. Asked that funds for the Forest Service be made available only by congressional appropriation.
10. Proposed that federal agencies step up experiments in brush eradication—junipers, jackpines, mesquite and other noxious deep-rooted vegetation—but that funds for this come from curtailment in other spending.
11. Authorized the Stockmen's Grazing Committee to introduce the proposed Uniform Grazing Land Tenancy Act when deemed timely.
12. Asked for law requiring dredgers to strip topsoil, level tailings and replace topsoil so productivity of land is retained.
13. Urged Defense Department to make their regulations flexible to cover

weights and grades of beef animals as the supply varies to take advantage of best buys.

14. Commended the meat promotion work of the National Livestock and Meat Board and the American Meat Institute.

15. Asked for enlarged research in the baffling and dangerous disease, anaplasmosis.

16. Sought accreditation in Brucellosis with a test of not more than 20 per cent of range or semi-range cattle.

17. Asked the Bureau of Animal Industry to permit packaging of dessicated Strain 19 Bang's vaccine in multiple doses.

The report by the committee on sanitary regulations recommended that the states start voluntary calfhood vaccination programs as soon as possible and that where veterinarians are not available, lay personnel be trained and used under proper supervision.

The transportation committee asked for repeal of the short-haul provision of the Interstate Commerce Act; that the railroads be required to consolidate their properties and operation; that the federal excise taxes on transportation of persons and property be repealed; opposed repeal of the long-and-short-haul or aggregate of the intermediate rate clauses of Section 4.

IN CONGRESS

Expiration dates of important federal acts include the following:

Apr. 1, 1953—Termination of presidential powers to propose reorganization plans for the executive departments and agencies.

Apr. 30, 1953—Wage, price, rent controls terminate.

June 12, 1953—Reciprocal Trade Agreements Act expires.

June 30, 1953—Export control authority of President ends.

July 1, 1953—Authority to draft 18½ to 26-year-olds into military service ends.

Dec. 31, 1953—Authority to provide agricultural workers expires.

Bills introduced include:

A measure to reduce from 12 to eight months the time for which livestock for breeding must be held to qualify for capital gains tax treatment.

To allow deduction from gross income tax purposes of expenses for soil and water conservation.

A bill to place a surtax of not more than 10 cents a pound on imports of fats and oils whenever the average domestic price of these commodities is below their average parity price.

A measure to terminate all ceilings and controls on meats and livestocks.

QUARTER QUOTA 100,000 HEAD

The Mexican government has set a quota for export of cattle and meat during the first quarter at 100,000 head, according to H. E. Reed, director of the livestock branch of the Production and Marketing Administration in Washington.

DO YOU REMEMBER...

When the American National began passing resolutions calling for establishment of some manner of protecting the public range nearly a quarter of a century before the Taylor Grazing Act was passed?

While not claiming credit for the particular act which was passed, the American National has been pleased to note that the Taylor Act has set a satisfactory pattern of land management along the lines suggested in those resolutions of the early 1900's.

The American National also is pleased with the acceptance of the help and counsel of the advisory boards of range users set up under the act. There is now a growing desire to see that the Forest Service assumes similar control and advice for the best management of the range for the benefit of that range, the operator and the public.

Release Date Set for 'Hell on Horses and Women'

The research, the traveling to gather necessary background and story material and the actual writing and preparing for the final step of printing—all the work that has gone into making the new book, "Hell on Horses and Women," by Alice Marriott, is about to be culminated with the publication of this volume. It was commissioned by the American National Cattlemen's Association and brought out by the University of Oklahoma Press at Norman. The author has built her book around the real women in the cattle business, from Wyoming to Florida, who share with their menfolk the hard problems and wonderful pleasures of ranch life. Copies may be ordered now for delivery after Apr. 15, at \$4.50.

U. P. ORDERED TO ESTABLISH JOINT GATEWAY RATES

Effective Apr. 7, the ICC has ordered the Union Pacific Railroad and connecting lines to establish joint rates with the Denver & Rio Grande Western Railroad through the Ogden, Utah, gateway on livestock, fresh fruits and vegetables, dried beans, frozen poultry, frozen foods, butter and eggs, moved eastward; and on granite and marble monuments, westbound.

MEAT-FED BABIES REPORTED HEALTHIER

Two Chicago doctors have found in the course of research into the subject that babies fed meat catch fewer colds. In two years of study they found that babies whose diet included meat had 40 per cent fewer infectious illnesses. They also seemed to have greater vitality and sleep more soundly; to cry less and show less "emotional upset." The two men who conducted the experiments were Drs. H. M. Jacobs and G. S. George of the Stritch School of Medicine, Loyola University.

CATTLE FEEDING STATISTICS

A recent statement of the BAE says present conditions are somewhat more favorable to the short-term beef feeder than to the long-term operator. This is exactly opposite to the situation existing from 1946 to 1951. Prices rose steadily and feed costs were relatively low, and there was a narrow spread between the upper and lower grades of slaughter steers. In short-term feeding the cost of the feed itself is relatively unimportant with cost of the feeder steer being the main factor. The reduced price for feeders this past season gave the short-term feeder some advantage. Gradual drops in selling prices for slaughter steers are especially tough on the long-term operator. As a whole, this year's feeding margins may be a little above last year, which was well below the average, according to the BAE.

PUBLIC LAND FACTS

Figures for 1950 show that the federal government in that year owned 455,600,000 acres of rural land and that state government ownership totaled 80,300,000—an aggregate acreage of about 28 per cent of the land area. Of all the public owned land, about two-fifths was held for specific uses and three-fifths without designated uses—but virtually all of the latter is made available to operators for farm and grazing use under leases and permits. More than three-quarters of the rural lands reserved by state and federal governments for specific use was forest land. Primary uses of federal rural lands comprise 50.5 per cent for grazing, 30.4 per cent for timber growing, 13.4 per cent for special services, 5 per cent waste land and only 0.7 per cent in crops.

BENSON WILL OVERHAUL HUGE AGRICULTURE BUREAU

A release from the office of the new agriculture secretary, Ezra T. Benson, discloses a plan to overhaul the USDA—in the words of the release the "largest of all the nation's civilian agencies, swollen into a huge bureaucracy of 20 agencies and bureaus in the last 20 years." Mr. Benson announces he is regrouping the department's services into four divisions for administrative purposes, and that the solicitor's office will remain as presently constituted. The four new sections will be: Commodity marketing and adjustment group; Agricultural credit group; Research, extension and land-use group (which includes the Forest Service and which will be headed by Assistant Secretary J. Earl Coke); Departmental administration group.

LAND PRICE RISE HALTED

For the first time in any quarter since the start of the war in Korea, farm real estate prices did not rise in the four months ending last Nov. 30, according to the BAE. The general national index of 213 per cent of the 1912-14 land price level was the same as given in July.

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ODUCER

Recap of Convention Achievements

THE AMERICAN NATIONAL Cattlemen's Association meeting at Kansas City, Jan. 5-7, was strictly a business affair—smooth-running and productive of a number of plans for industry improvement.

Although price breaks in cattle have been severe, the spirit at the convention was as good as at any recent meeting. The cattlemen are going ahead with record production even though costs are out of line with current returns. If current low price levels are here to stay, then production costs must come down, too.

PRESIDENT SAM HYATT was impressed with the impact the convention made on Kansas City residents, when a bellhop at the Muehlebach Hotel stopped him late one night to ask for details on points Mr. Hyatt had made in his talk that day, and which had been featured by local press and radio. Mr. Hyatt said the lad showed keen interest in marketing flexibility and other factors affecting the public. The bellhop capped the midnight chat by telling Mr. Hyatt that employees of the hotel agreed the cattlemen were the most courteous and thoughtful of any convention groups staying there.

Secretary F. E. Mollin proudly presented to the executive committee his report as treasurer, which showed net paid membership at an all-time high and conditions in the association very good. His report as secretary, before the convention proper, revealed that National-affiliate associations number 115, and that since 1941 total receipts each year have exceeded those of the previous year.

COMMITTEE WORK at a convention is an essential and highly important activity. Committee members often meet while others are dining or sleeping—working long hours to unravel problems and take actions that are sometimes expressed in the general resolutions and sometimes in separate committee reports.

Notable among such reports was a paragraph from the transportation committee (E. G. Hayward, New Mexico, chairman), requesting that railroads be required to consolidate their properties and operations; and the sanitary committee (Thomas F. Arnold, Nebraska, chairman), recommending that voluntary calfhood vaccination programs be started in the various states, using trained laymen where veterinarians are not available.

The public relations committee of the



State association presidents and guests at the presidents' breakfast. (L. to r.) Reese Van Vranken, Mich.; C. G. Fuller, Mich.; Jack Roach, Tex.; Ralph Cowan, Ariz.; Jake Schneider, Calif.; Oren Boies, Nev.; Geo. Gayden, La.



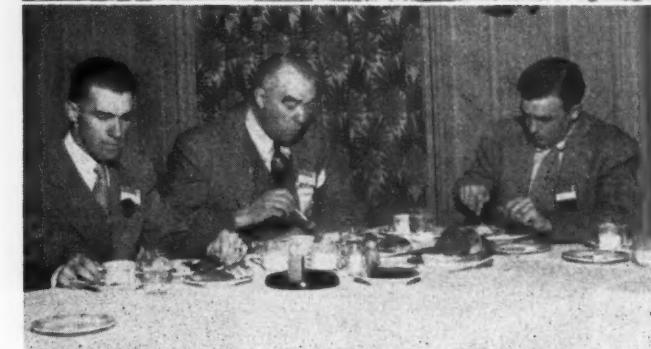
Mack Maples, Ala.; Ralph Perkins, Kan.; Floyd Beach, Colo.; J. Wells Robins, Utah; Jack Milburn, Mont.; Henry Boice, Ariz.



R. F. Brock, Kan.; Wayne Rowe, Okla.; Jesse Harper, Kan.; Dale Ausman, Wash.; A. R. Babcock, Ida.; Harry Stearns, Ore.; Thore Naaden, N. D.; Ralph Jones, S. D.



Cal Floyd, Kan.; Chas. Waugh, Kan.; Lloyd Taggart, Wyo.; L. L. Jones, Kan.; Roy Forehand, N. M.; Mack Maples and Ralph Perkins.



The secretaries' breakfast, which was presided over by A. G. Pickett, Kansas association secretary, included the following secretaries and guests: (L. to r.) Bud Larsen, Ida.; John Chenoweth, Okla.; Ed Fallan, Ore.; Bob Hanesworth, Wyo.; R. M. Miller, N. D.; J. D. Ackerman, Colo.; Dave Rice, Colo.

Myrtle A. Black, National office, Denver; J. M. Conover, Utah.

Lower view: Sam McMullen, Nev.; J. D. Ackerman; Morley Fox, Ariz.; Noah Ward, La.; W. A. Johnson, Nebr.; Bob Hamilton, Nebr.; E. H. Wilson, Ala.

National planned for a continuation and expansion of the recordings that go to radio farm directors at 48 major stations around the country, featuring discussions, by experts, of such topics as livestock taxation, disease, marketing and management. The group approved continuation of the motion picture program for schools, civic clubs and television, with several new films slated for television use this year. Their program calls also for newspaper and magazine releases and special articles, and increased speaking appearances before civic groups of National and state association officers and CowBelles.

Chores of the highly important resolutions committee, which tussles with matters of policy brought before it from any convention source, were expertly handled by Bern R. Coulter, cattleman-lawyer of Nebraska, to whom the task was largely delegated by Chairman Jay Taylor of Texas who as first vice-president of the association was taken up with many other aspects of the meeting.

THERE WERE inter-industry committees at work during the convention, too. One of them was the Cattle and Beef Industry Committee, which represents retailers, packers, feeders and producers. The firm conviction of this 50-man group was that price control and the numerous regulations that go along with it were responsible for the present mess in livestock and meats, and that OPS must go before the situation can fully right itself.

The National Live Stock Tax Committee (Frank S. Boice, Arizona, chairman), which also met at Kansas City, is the watchdog on all phases of the livestock tax situation. It represents the commercial operators, the purebred men, the

feeders and the woolgrowers. Its attorney, Stephen H. Hart, talked to the convention on federal income taxation as it applies to the raising and selling of livestock.

The association gave a vote of confidence in Albert K. Mitchell's capacity as a representative of the industry on President Eisenhower's 16-man panel on agriculture. Mr. Mitchell, a past president of the National, left during the convention for a conference with members of that body.

OPS, the "emergency-born" agency which has for the past several years pervaded, and adversely affected, all branches of the livestock, meat and related industries, was equally prominently identified in almost every address heard by the cattlemen. Speakers time and again brought out how far-reaching and distorted was the influence of the many regulations which have emanated from that office.

One talk—by Irving R. Glass, executive vice-president of the Tanners' Council of America—was on a subject new to American National conventions. His talk on leather made many stockmen realize the great importance of this by-product of the raw material they market. Mr. Glass's organization is constantly promoting the use and sale of leather.

O. R. Strackbein, chairman of the National Labor-Management Council on Foreign Trade Policy, in a speech on world trade showed this country as now one of the lowest tariff nations of the world. He saw danger in our greatly expanded export business—danger to smaller and scattered domestic industries through destructive import com-

petition and the risk of fastening upon the United States a chronic and increasing dependency upon foreign markets.

NEW THIS YEAR was action taken at the convention to collect funds for the construction of a building to house the American National headquarters in Denver. The housing committee, under Chairman A. A. Smith of Colorado, stirred up wide interest in the proposed project; substantial funds to start the program were given at the meeting. Noteworthy were checks by Mrs. L. C. Brite, widow of a onetime president of the National, who contributed \$500. Purchase of a site has been authorized, with plans for building to be taken up at the next convention.

A pension for employees of the American National was given a vote of approval.

This 56th annual meeting of the National was the best covered, speaking publicity-wise, of any in the history of the association. Lyle Liggett, public relations director, saw that all desired information and news were quickly channeled to the many representatives of news publications, television and radio stations. (President Sam C. Hyatt and Mrs. Ralph Cowan, new CowBelle leader, recorded a "first" by appearing on TV during the convention.)

The 1954 annual convention of the American National will be held at Colorado Springs, Jan. 12-14.

This issue of the PRODUCER concludes printing of the speeches delivered at the convention; (the January issue carried the first of these). The resolutions and several committee reports, summarized, and listing of officers also appear in this issue.

Looking Ahead With the Meat Industry

Speech of Wesley Hardenbergh, president, American Meat Institute, at annual meeting of American National Cattlemen's Association in Kansas City.

In a short period of a little more than two years, we have seen prices rise to very high levels and then, during recent months, move downward very rapidly, especially in the case of the lower grades.

The questions uppermost in the minds of many of you, I am sure, is how far is this trend going to continue and where is it going to stop. While I don't know the answers, I think I do know some of the factors that brought on the present situation in the cattle market. One of the biggest factors, in my opinion, has been the OPS regulations. Those regulations, instead of benefiting the consumer in whose supposed interest they were applied, actually have penalized him.

Many people favor price controls because they believe such regulations protect the consumer from high food costs. Yet, experience with controls seems to us to prove that they injure the very people they are supposed to benefit. For example:

At the end of 1950, and, in fact, right up to the spring of 1951, the farm livestock supply situation was such as to lead competent authorities in the USDA and elsewhere to expect that enough livestock would be marketed in 1951 to provide 148 pounds of meat per person.

When the year was over, it developed that we actually had only 138 pounds per capita—10 pounds less than we had a right to expect based on prospects existing late in 1950 and early in 1951.

Briefly, OPS regulations and threats of rollbacks so disrupted the cattle market that cattle feeders greatly curtailed their feeding operations in the spring of last year. Hog producers also cut back on their production plans.

With meat supplies substantially smaller than they otherwise would have been, it follows that meat prices also were higher than otherwise would have been true, for a reduced supply invariably tends to strengthen prices. Hence, the cost of meat to consumers unquestionably was higher than if there had been no controls.

The controls also have penalized producers and packers and retailers. On the basis of the number of cattle in the country and the percentages of these cattle that customarily are slaughtered, it is clear that marketings of cattle during the last years have been about 6,000,000 to 8,000,000 head below the number that normally would have been expected.

These cattle eventually will come to market—some of them probably are com-

ing now—but it is unfortunate that they were not marketed at a time when they were most needed to swell beef supplies and curb inflationary tendencies in beef prices. It is further unfortunate that they probably will be marketed in a period when they are less needed and when they may constitute a weakening factor in the current market situation.

It is fairly clear that the regulations and threats of rollbacks and other confusions and disruptions contributed by the regulations were the reason the cattle were not marketed normally.

I am not going to try to tell you how these same regulations have harassed and handicapped the packing industry other than to point out that today, even though meat prices generally are substantially below ceilings, we still have price controls on beef; still have to cut beef the way the regulations specify, even though the trade would be willing to pay more for the beef if cut some other way; still have to keep expensive records, and still have compulsory grading.

All of these factors are important to you cattlemen, as well as to packers—especially compulsory grading, for with the wide differences in value between the better and lower grades of beef, one man's opinion can affect the value of an

animal by as much as \$75 a head, depending on the grade he assigns to it.

In saying this, I am not criticizing the work of the graders. What I am really saying is that flexibility always has been an outstanding characteristic of the meat industry; that compulsory grading takes away flexibility, and that under normal market conditions meat tends to sell closer to its real value than it does when inflexibilities enter into the picture.

The difference between the wholesale price of beef of choice and good grades recently has been as much as 10 cents a pound. Ordinarily, under free-market conditions, the difference is only 2 or 3 cents a pound, and, as a matter of fact, the top quotations on the good grade usually overlap the lower quotations on the choice grade.

There is a substantial volume of beef of borderline quality that might go into either a higher or lower grade, depending either on the grader's judgment, if compulsory grading is being done, or, if compulsory grading is not being done, on the buyer's judgment as to the wants and needs of his customers and the suitability of the beef under consideration for meeting those requirements.

If a government grader decides not to put a choice mark on a side of beef,



Among heavy state representatives at the convention were these two groups—Utah, at top, and South Dakota, below. Other top attendance records were set by such delegations as Kansas, Missouri, Colorado, Nebraska, New Mexico, Texas.

it automatically falls into a lower grade and must be sold as such at a very substantial price discount. Under compulsory grading, there seems to be less opportunity to get a premium for quality within a grade, and because of that factor and because of the apparent desire of many retail outlets to handle and advertise choice beef rather than the lower grades, the normal price difference between the top grades and the lower grades has widened greatly, as I indicated a moment ago.

There is not, in any sense, any question of hoodwinking the consumer involved, but of selling beef for what it is and not having to sell it below its real value merely because it bears a stamp which may denote a certain standard quality but not necessarily of value.

While we all hope that price controls went with the landslide which changed the administration, we cannot be sure, and the livestock and meat industry must be alert to see that they are not continued—continued to stifle production, to muddle distribution, to create black markets and to put a premium on dishonesty and a penalty on those who observe the regulations.

It has been indicated in Washington that hearings will be held on the subject of controls, and the livestock and meat industry will be remiss, in my opinion, if we do not present at those hearings our best possible case.

In considering other factors which may have a bearing on the present situation in addition to the disruptions caused by the regulations and the grading, I find myself a little perplexed to know whether the weakened markets have come about because of a weaker demand or as a result of the increased production. Market-wise, meat seems to be a very delicate commodity and also one for which demand or lack of demand seems to run to extremes, with the result that rising prices resulting from a sharp demand relative to supply often rise higher than they should, and the reverse also is true. Often the public is convinced that meat is too high. The demand tends to fall off until prices be-

come so low and then it takes a long time to get our customers back. In other words, consumers seem to be extremists so far as meat is concerned.

In any event, the government's wholesale meat price index in mid-December had dropped more than 20 per cent, from mid-August, and is now about 25 per cent below the post-war peak. During that same period meat production under federal inspection showed an increase of 8½ per cent over the similar period of a year ago. Most of this was beef. During the week of December 13, more meat was produced under federal inspection than during any week on record.

Some people have questioned whether consumers have received the benefits of the declines which have occurred in prices of livestock. As far as cattle and wholesale prices are concerned, compilations we have made from USDA quotations show the following price changes as compared with a year ago:

Prime cattle down.....	4%
Prime beef down.....	7%
Choice cattle down.....	12%
Choice beef down.....	15%
Good cattle down.....	21%
Good beef down.....	30%
Utility cattle down.....	34%
Utility beef down.....	39%

Corresponding cattle and beef grades are not fully comparable for various reasons, but I believe the foregoing comparisons show clearly that, generally speaking, wholesale meat prices have declined as much as, if not more than, cattle prices.

Incidentally, the wholesale price of choice beef has dropped below the OPS ceiling on utility cows, and is about 25 per cent below its own ceiling.

You are familiar with the fact that hides and fats have been declining sharply over the last year or two—so much so, in fact, that the decline in the value of hides and tallow alone approximates \$15 a head on a 1,000-pound steer, as compared with values at this time in 1950.

Tallow currently is selling at about one-fifth the price it brought five years ago, and a recent advertisement of one of our member companies indicates that

the value of variety meat—hearts, liver, etc.—has averaged recently \$7.10 per head below the value of a year ago.

Comprehensive published retail meat quotations are not available currently, but there is no doubt that meat is available in many retail stores today at considerably lower levels than a few months ago. One has only to look at advertisements in the newspapers to realize this.

A recent study by the USDA shows that the aggregate marketing charge for getting food from farmer to consumer has increased by 76 per cent, over the 1935-39 average. Labor costs have gone up 111 per cent, which is considerably more than the other items included in this total charge for marketing food. Incidentally, pay roll costs represent more than half of the total margin of retailers and packers. The cost of labor has become increasingly important in recent years in the case of both retailer and packer, as well as in your business.

Another highly important factor in present-day marketing costs is the fact that consumers apparently want much more packaging, processing and other services connected with the primary product than they did 10 or 20 years ago.

Studies we have made show that substantial increases have occurred during the past five years (1947 to 1951) in several important items entering into packer's costs. For example, aggregate pay rolls have gone up by about 25 per cent; cost of supplies has increased by about 41 per cent, and the amount paid out for transportation has increased by approximately 33 per cent.

These three items—pay rolls, supplies and transportation—constituting about 75 per cent of the packer's gross margin, are pretty well outside his control.

We like to point out that, despite these increases in costs, the lowest marketing cost in 1951 of any of the foods in the USDA "family food basket" was beef, for which only 25 cents out of the consumer's dollar was required to convert the live steer at the farm into steaks and roasts at the retail counter. Comparable marketing costs for some of the other foods are as follows: eggs, 27 cents;



Florida delegation members at left. (L. to r.) in front: Ray Folmar, P. E. Williams, B. H. Griffin, Jr.; in back: W. B. Barron, Francis Roberts, Ned Brock, B. J. Alderman, Cushman Radebaugh, W. D. Roberts.



In shot at right: Wyomingites Bob Hanesworth (state association secretary), Oda Mason, Lloyd Taggart (president), Clifford Hansen, Lloyd Van Deburg.

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and the same goes for blackleg and malignant edema

Because blackleg and malignant edema symptoms are virtually identical, it's often impossible except by careful laboratory tests to tell which killer threatens your herd. All too often *both* lie in the soil—ready to strike. Unless you are sure, it's unwise to vaccinate against one while neglecting the other.

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February, 1953

butter, 28 cents; lamb, 31 cents; pork, 37 cents. The average marketing cost for all meat was 34 cents, which compares with 50 cents for all food included in the department's "family food basket."

We believe that these costs are very low considering the perishability of the product, the necessity for constant refrigeration and the fact that, in the case of meat, most of the livestock is about 1,000 miles away on the average from the market for the meat.

And I think I can say to you that under the keenly competitive conditions existing in our industry, every packer is trying to cut his costs, whether it be in striving for greater labor efficiency, lower supply costs or cheaper transportation. It's a case of either keeping abreast of progress or falling by the wayside.

It is highly important to you as producers that the packing industry operate efficiently. It does operate with great efficiency—although, as I pointed out at the Institute's last annual meeting, there is some question whether the earnings of the packing industry over the years have been sufficient to take proper care of depreciation, obsolescence and adequate research and development for the future.

The packing industry, as many of you know, operates on a lower profit margin than that of most industries. There are 12 companies in the U. S. industrial field each of which earned more last year than all of the hundreds of companies in the meat packing industry put together.

In saying this, I am not boasting about our industry's meager profits. I am implying that in the long run, it will be better for the packing industry, better for the livestock producer, better for the consumer, if packers' profits can be stepped up. Certainly, if the industry does not earn enough to provide for proper development and progress, the resulting inefficiency will cost both producers and consumers far more than reasonable profits would.

There is one other matter that I would like to touch on briefly before stopping. That is the matter of public relations.

As the supplier of a product that people have come to regard as a necessity, we in the livestock industry and meat industry can expect to have public relations problems. Consumers always are

concerned about the price of meat. That was true 200 years ago in England when there was a parliamentary inquiry into the subject. It was true in the 30's in this country when meat retailed for as little as a dime a pound. It is true today when prices are substantially lower than they were a few months ago. It will be true tomorrow and ten years from tomorrow—and true whether meat prices are low or high.

Then, too, the industry has been the object of much misleading and unfair propaganda, so that when we make a move to protect ourselves, people are prone to tag us with a selfish motive. This has been true in connection with our efforts to eliminate price controls. People thought we were trying to put up the price of meat, when the fact was we were trying to do just the opposite through working to eliminate the shackles which restricted production and marketing of livestock and meats.

One of the musts facing the livestock and meat industry is to do a better job of explaining ourselves and our operations to the public and we'd better be at it soon. From the point of view of efficient and economical service to the public, our industry ranks at the top. But from the viewpoint of public recognition of that fact, we rank near the bottom.

Whether we like it or not, meat—especially beef—has become a symbol of the virtual incarnation into one item of all of the manifold commodities that enter into the cost of living.

Producer Problems

(From address at American National convention by R. B. Corbett, agricultural counsel, National Association of Food Chains.)

Almost everybody in the cattle and beef industry, from producer through retailer, has been seriously hurt during the past two years. In the past six to eight months, the producers have gone through one of the most costly price adjustments in history. In the 1951-52 season the cattle feeders lost heavily. With the imposition of OPS price ceilings early in

1951, both the packers and retailers were thrown into heavy losses. Not only were many retailers thrown into the red, but the flexibility needed for effective merchandising was completely killed and rigid, unrealistic price ceilings took its place.

Since retailers were among the first to be hurt, and since the reasons for their losses are not understood, a brief discussion on that part of the industry may be helpful. Unfortunately, the operations of the retail meat industry are not simple and no simple explanation tells the whole story.

The heart of the retail problem is found in carcass cut-out, plus ceiling prices that could not be obtained in the market. . . . A company using today's retail trim and cut methods could not get the margin OPS figured. Good trim methods that have won consumer confidence and patronage brought losses under OPS ceiling prices and controls. More important, OPS prices on many cuts could not be obtained. For example, the ceiling on chuck roast was set by OPS at 77 cents per pound. The company which made the test knew, as did all others, that this was out of the question, and set a price of 59 cents per pound. Chuck roasts still piled up in the stores and every three or four weeks a week-end sale of chuck roasts at 46 cents or 47 cents per pound was necessary to move them. The greatest single reason for the confusion on meat prices is that the prices of certain cuts have been compared, but not the prices of all the cuts which come from a side of beef. Chuck roasts sold during most of 1952 in many companies from 18 cents to 31 cents per pound below ceiling. A loss of 20 cents per pound on one cut that equals 10 per cent of the side is a loss equal to 2 cents per pound on the whole side. At the same time, steaks were bringing ceiling prices and could have been sold for more than the legal "lids" allowed. Returning to the test, over and above the loss due to better trim, the margin on 100 pounds of carcass meat was not the \$12.62 allowed by OPS ceilings but only \$5.68. The important point to producers is that this loss between OPS ceilings and actual prices was equal to \$4.16 per cwt. of live animal.

As you know, in addition to the retail losses, the prices of hides and tallow fell



North Dakotans Mrs. and Mr. Don Short and R. M. Miller, the association secretary. In center panel: Mr. Short; Kyle Miller, N. D.; B. J. Keogh, N. D. At right: A. D. Brownfield,



N. D. (former National president); Floyd Beach (Colorado state head); Chas. Waugh (Kansas president); Clayton J. Banta, Colo.

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so drastically that another dollar per cwt. of live weight was taken from the total spread between producer and consumer.

The loss equal to \$4.16 on each 100 pounds of live animal was the largest single factor in throwing many food chains into the red for the first time in their history. On the basis of a certified public accountant's report, net profits for a representative group of food chains were reduced from 1.44 per cent in the third quarter of 1950 to .41 per cent in the third quarter of 1951—a loss of 67.5 per cent in net profit. At that time a letter was sent to a number of farm, livestock and meat leaders over the nation saying that food chains would not be able to follow the price of live animals down should there come a break in the market.

What is the situation in the industry now? Because producers have suffered such heavy losses since last May, a representative sample of the medium and larger food chains was asked to report meat department margins in May, 1952, and again in their latest report. Companies operating 6,917 stores sent in comparable figures. The average of these margins in May was 16.87 per cent and in the latest period (late November to the middle of December) was 17.02 per cent. This is an increase of only about one-sixth of 1 per cent since last May. The industry has not returned to its historic margin for meat operations. With prices falling and costs increasing (labor alone is up around 7 per cent from a year ago), there will have to be increases in the margins if profits are made. Possibly the best proof is that while some recovery is expected from the disastrously low net of 1951, the net for 1952 is expected to run about one-third less than normal on the business as a whole, with the meat departments still showing the poorest results. The charge has been made that retailers have been profiteering on meat. The figures do not bear this out. Ask anyone who makes such a statement to get facts and let the facts do the talking. Let's name names—not generalize.

The USDA makes a monthly comparison between the price of 100 pounds of

live animal in Chicago and the New York price of the resulting cut-out carcass meat (i. e., on the 60 pounds of cut-out meat taken from 100 pounds of live weight) at both wholesale and retail. The figures show that from November 1951 to November 1952 the live price fell \$3.11 at Chicago and the retail price of the cut-out meat fell \$3.18. On pork, the comparisons show the live price down \$1.58, while the retail price was down \$1.84 per cwt. The record on lamb shows that the retail price had lagged behind the fall in live price, but preliminary figures for December would indicate that this relationship has improved.

The immediate crisis in the industry is the abnormal difference in price between Choice and better animals, and Good and lower grade animals. Your secretary, Mr. Mollin, foresaw this possibility clearly when he called industry representatives together in Denver last July 18 and again in Chicago on Aug. 15. The break in lower grade prices has gone much further, I feel sure, than anyone at those meetings expected. No one needs to tell you men the difference in price between Choice cattle, and Good and Commercial cattle.

Why have the Good and lower grade cattle fallen so drastically in price? Maybe no one can give the full answer, but here are some of the reasons: In this period of the greatest inflation in American history, consumers have money to spend and are demanding the best. . . . There you have what is probably the biggest single factor—the desire of consumers for the best, plus the ability to pay for it. This creates an abnormal demand for the limited quantity of Prime and Choice beef. The drouth has forced a lot of cattle on the market that were in the lower grades. There has been a recent influx of lower grade beef from New Zealand and Mexico. It has been reported that this New Zealand carcass meat has sold for \$25 while the same grade of U. S. meat was selling around \$40. All this in addition to the fact that there has been an increase of 11,000,000 head of cattle in the United States in the past two years. With less feed per animal, with farm labor scarce and high-priced, the beef industry has not been

able to take advantage of the large dollar incentive to finish cattle for the top grades.

The story is not complete without a mention of poultry. During these recent years, poultry, particularly turkey, has gained in favor. Between 1935-39 and 1952, turkey consumption per person in the United States more than doubled, and all poultry consumption increased nearly 75 per cent, or 14.6 pounds per person. This increase is due primarily to improved quality and reduced costs of production. . . . Seafoods also are a growing competitor.

What is being done about it? For many years, the pressures upon retailers have been to improve quality. In foods, better quality has been the key to better volume and better business for all. It is not easy for food men who are accustomed to pressures for better and better quality to reverse themselves and begin to push beef of lower quality, but by and large it is being done. Possibly the best way to illustrate this is to read reports from food chain executives.

. . . If volume can be increased on a sound basis, the food chains will find a way to do it. . . . Chain food retailers are making rapid adjustments to meet the situation and we fully believe it will be much improved within the next few weeks.

This is the first public announcement of a step that may give further help. The National Association of Food Chains is cooperating with Good Housekeeping Magazine in a promotion of ground beef, beginning Jan. 20. The circulation of Good Housekeeping is more than 10,000,000. The equivalent of many thousands of dollars worth of advertising will be used in this promotion. It may give the weak spot in the industry a lift.

All in the cattle and beef industry are working for the same boss—the consumer. In the end, it is what she wants and will pay for that calls the plays for all of us. If we lose sight of this, we can lose her business. Without her business, we are all in trouble. It is only common sense that we do our utmost to meet her demands.

The cattle and beef industry in the United States is the most effective in



Left-hand picture: Rad Hall, assistant secretary of National, Denver; Ben Davidson, N. M.; Rex Kipps, N. M. Center: Mrs. W. L. Duck, Kan.; R. D. Anderson, Kan.; Mrs. L. C. Brite (widow of one-time National president), Tex. At right: Bill and C. K. Spence, Mo.

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the world. We may well be proud of its accomplishments. It is a team in which each segment is dependent upon the others to complete the job of meeting consumer demand. The retailers are dependent upon the producers for their supplies. The producers are dependent upon the retailers to sell their product. So it is with the other segments. It is important that the industry continue to develop better understanding among its various segments. To that end the retailers will do their part, both as efficient operators and as full cooperators in the task of meeting the industry's problems.

A Freer Range

(Major portions of the American National convention speech of Laurence F. Lee, president, Chamber of Commerce of the United States.)

A new Congress has convened and organized. That means that you are assembled here at a most strategic and significant moment in national history. What you do here may in some degree serve to give you a sense of direction to government policies during the two-year life span of the new Congress. . . . The outgoing administration chose business for its political whipping boy. The incoming administration has strongly indicated that all business will have vastly

freer range to plan and operate in the best interests of a sound economy—and in the best interests of the American consumer.

It is about time we had a freer range. For 20 years, business has been vilified without excuse; it has been taxed with heedless discrimination; it has been hampered in production and subjected to arbitrary restrictions and controls. No segment of the business community is more aware of these discriminations than the cattle industry. You have very special problems. One arises from the discretionary administration of our range laws. Another one arises from the alien and destructive theories of Washington planners who have tinkered with the price structure for political ends.

It is the duty—and the privilege—of any spokesman for the National Chamber to point up and underscore the problems of any segment of American industry in order to focus public attention. Our great cattle industry is taken all too much for granted. Few people realize the vast resources of land—and skill—and enterprise—and the patience and the hard work—that go into the production of beef. If more people did know the story, they would long ago have risen in their wrath against bureaucracy—for in the ultimate the family dinner table and the family food budget always suffer when the meat producer suffers.

How many people are aware that two-

thirds of our meat is made on grass, and that less than one-third of it comes from grain? We would not for one second minimize the importance of grain, but it must be driven home to the public that a plasterer does not build a house; he only helps to finish it. By the same token, forage comes first; the feedlot comes afterward.

The great foundation of the cattle industry is our vast acreage of forage. Not only has most of this land no other economic use than to provide livestock forage, but these forage areas must be harvested by livestock regularly—and harvested at the right time—if they are to be kept in full health as a natural and economic resource.

From the days of their initial settlement, western lands have been used to graze cattle, sheep and horses. When the nation decided that the natural resources in these lands—the timber and the watersheds—must be conserved in the national interest, we began to make great withdrawals of these lands from the public domain. Today, more than half the acreage in the 11 western states is owned and controlled by the federal government.

Some of these withdrawals were unclassified land. Large parts of these lands contained no merchantable timber of any kind and were not in any way involved in watershed control. About half of the entire area of the national forests are not forest lands at all, but

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simply grazing lands.

When Congress provided for the conservation of our forests, it made no provision for the important grazing uses. This was more or less accidentally

J. Elmer Brock, Wyo.; Mr. and Mrs. Hugh Bennett, Colo.

A. P. Davies, Chicago; Jay Taylor (first vice-president of the National), Tex.

Jake Schneider, Calif.; Milton Hyatt, Wyo. (son of National president); Hubbard Russell (former president), Calif.

O. H. Finch, O. H. Finch, Jr., and F. A. Finch, all of Texas.

B. M. Luttrell, John R. Baird and J. O. Weber, all of Mississippi.



left to the discretionary judgment of federal bureaus.

Some of these withdrawals were unclassified land. Large parts of these lands contained no merchantable timber of any kind and were not in any way involved in watershed control. About half of the entire area of the national forests are not forest lands at all, but simply grazing lands.

When Congress provided for the conservation of our forests, it made no provision for the important grazing uses. This was more or less accidentally left to the discretionary judgment of federal bureaus.

In 1934, Congress did provide for the formation of grazing districts in the remainder of the public domain not already included in forests, national parks, military reservations, etc. These grazing districts are about equal to the area of the national forests, and contain about twice the amount of grazing lands as in the national forests.

Perhaps people would more readily understand the magnitude of these grazing districts under the Taylor Grazing Act—exclusive of the national forests and other withdrawn lands—if we told them that these districts embrace an area larger than the combined acreage of all the New England states—plus New York—plus Pennsylvania, and plus West Virginia.

Here is an empire under federalized control that is larger than the kingdoms of Denmark and Sweden put together.

The stockman uses whatever grazing areas he is permitted to use in the generally mountainous national forests for summer grazing. He augments his winter feeding by the use of the grazing districts below the level of the national forests, sometimes referred to as desert grazing. Both operations are supplementary to the fundamental establishment of his breeding and productive herd, and they are also supplementary to the necessary lands and buildings to carry on in terms of hay and other feeds required to maintain an economic operation. In every respect, the ranchman has all the problems of the manufacturer and many the factory does not have—for he must operate outdoors—subject to all the fickle moods of weather.

Stockmen accept the rules which govern priority in the use of the grazing rights as generally fair. These rules recognize that the stockman's operations must have a reasonable balance between his basic operation and the supplementary grazing capacity. In this respect, we are employing government as an umpire or referee, and we are usually on sound ground when government is confined to such an operation.

But what happens when the role of government goes far beyond that of a referee? It most certainly has in the case of the ranchman. Adding to the ranchman's dilemma is the fact that the grazing lands within the boundaries of the national forests are administered by the Department of Agriculture through the Forest Service, while the grazing lands that are used pursuant to the Tay-

lor Grazing Act are administered by the Department of Interior through the Bureau of Land Management.

The rules and regulations of these two departments are entirely different. Each has local advisory boards. But the advice of the local advisory boards under the Taylor Grazing Act is largely followed, while the advice of the local boards under the Forest Service is seldom heeded.

As a result, there is an endless stream of capricious and arbitrary rules by the Forest Service which strike at the ranchman's security.

Without regard to conservation needs, the Forest Service can and does arbit-

Oklahomans Fred Craddock, T. B. Smith, Bill Dancer.

Coloradoans Geo. L. Beardsley, J. D. Ackerman and Ted Redies.

New Mexicans Walter Hanna, J. E. Davenport, Forrest Atchley.

Frank Fehling, Colo., and Roy Forehand, N. M.



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trarily reduce the number of livestock that can graze upon the forests under a given grazing permit if the permittee should die. This is a direct penalty upon the ranchman's heirs.

The Forest Service can and does arbitrarily reduce the number of livestock if a permittee transfers his operations within the family as from father to son; and it can and has arbitrarily reduced the number of livestock upon the transfer of the permit to sons-in-law or third parties.

Forest Service practices compel the ranchmen to live in a climate of insecurity. Grazing permits can be arbitrarily converted from extended terms into temporary permits or year-to-year permits. Permittees have been prohibited from using the forest for lambing although they have used such lambing grounds for generations. The practical effect of this in many cases is to put the ranchman out of business.

The Forest Service frequently operates much like a community that sets up a speed trap for tourists with traffic officers lurking in ambush behind billboards.

If a few head of livestock stray beyond their limits, the Forest Service can and has construed this to mean trespass, and the ranchman may be penalized by a reduction of anywhere from 10 to 20 per cent on his grazing area allotment.

Then there is the question of secrecy: The Forest Service appears to be addicted to it. It withholds its plans for future grazing in each area, despite the fact this information is absolutely vital to the permittees. The permittee cannot plan ahead, and any feeling of cooperation between the permittees and the officials in planning for the future is automatically destroyed.

Another point of difficulty arises from the fact that the government bureaucracy can arbitrarily decree when the grazing season begins—and when the grazing season ends. By delaying the opening of the grazing season or advancing the closing of it, the government holds a life and death throttle on the operations and profitability of the stockman's seasonal business.

The time has come to consolidate the laws governing the range lands. We need statutory limits on important factors which are now left to the unrestricted discretion of federal bureaus and bureaucrats. A committee of your own livestockmen has been working on this problem for three years.

It has produced a proposal to stabilize operation and security of tenure while still protecting the public's interest in the grazing lands. This proposal also asks that stockmen be granted the right of judicial appeal from purely administrative rulings, which they do not now have and to which the Forest Service objects. Every man is entitled to his day in court—except the ranchman.

Stockmen feel that if adopted, their recommendation will provide them with the simple justice to which every one is entitled—to be governed by laws and not by men. Your proposal should receive

the support of all fair-minded people. You may be assured that the Chamber of Commerce of the United States will do all in its power to see that this proposal is fairly and favorably considered by the Congress when it is presented.

This proposal is entirely consistent with the National Chamber point of view with respect to public lands.

It is our belief that all government lands not necessary and useful to serving a public purpose that cannot be met under state or private ownership should be disposed of by sale to private ownership.

National Chamber policy calls for a state-by-state and bureau-by-bureau federal real estate inventory as the first step in reducing the government's land

empire. It is imperative that this study be made as soon as possible. The longer the task is delayed, the more acute the problem will become, and the more impossible it will be to solve.

The federal land-holding empire is fattening out instead of thinning down. Within the last few months, the Department of the Interior has withdrawn from disposal 112,000 acres of public domain forest lands in northern Arkansas—and right now the federal government has designs on 35,000,000 acres of timberland to enlarge the national forests.

You do not stand alone in your concern about a freer range—for the issue of land freedom is also vital to our lumbermen, our pulp and paper industries, our taxpayers' associations, the

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National Education Association, the Council of State Governors and local and state chambers of commerce.

You in the livestock industry might well consider joining forces with other groups to formulate sound policies of federal land ownership. Your stake in this problem is a large one, but the stake of the taxpaying American public is an even greater one. A united approach to the problem could not fail to arouse public support—and it could not fail to be heeded with great respect in the Congress of the United States.

This is a good time to turn the searchlight on bureaucratic controls of all kind—and that brings me to the issue of price controls. Here we are—with a high-level economy, full employment and vigorous business activity; but our cattle industry is sweating out a price adjustment. Others are dealing with that subject, but we all know that this drop in the cattle market is due not only to the expansion side of the cycle—that it is due not only to drouth and other natural causes—but that it is due in very large measure to the alien idea of master-minding control of the economy through centralized political authority.

The meat processors have suffered along with the livestock producers. The last year was one of the worst in history for the processors. Most of them cannot even cover their costs from meat and if it were not for the by-product lines of many of them would be deeply in the red.

The meat producers have a certain advantage over the ranchmen because they can distribute risks, profits and losses among their various end products. But in your case, the cattleman, generally speaking, is the business. His risks, his profits and his losses are an individual and personal problem.

Ours is a growing country with a rapidly expanding population. No business can blueprint its future without intensive study of the population trends. In the last 10 years, our birth rate has been such that we have added the equivalent of Canada's total population to our own. In another 10 years, we can anticipate the same percentage of increase. Meanwhile, people are living longer.

Our growing population must be fed, and the livestock industry must have a freer range to provide meat.

The scope of livestock production lies between two definite upper and lower limits. The upper limit is what the consumer will pay for meat. The lower limit to the scope of livestock production is what the stockman can take in punishment and still stay with it. Between these limits our meat will be produced. The problems for the stockman between these limits are enough of a challenge. The market is there, and it is up to him to meet it. But he cannot supply the market on reasonable or intelligent terms if the market is to be distorted and camouflaged by arbitrary rules and restrictions. The nation's need for meat cannot be met by a bureaucratic magnifying glass....

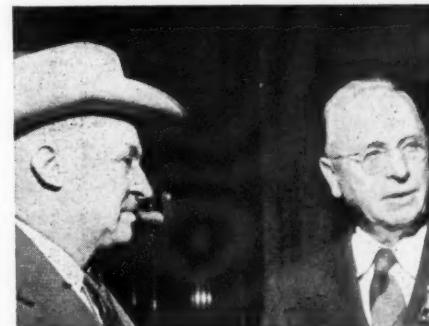
Each of you ranchmen is a symbol of

robust individualism. Each of you is private enterprise from the word go. You ranchmen have consistently opposed subsidies and handouts from the federal government. You believe that we derive our freedoms from a Higher Power than ever held the reins in Washington.

The time is here to weld the interests of the men who wield the branding iron . . . It is the job of all business men to prove that free enterprise functions best for the whole people when it is not hobbled by government controls. We have the facts—we have the record—and now we have the opportunity. Let us make the most of it—let's go!

EARLY SEASONS

Had an early winter November and December 1952, but January 1953 very mild with lot of rain. Grass beginning to start in the high country and very good on the lower elevations. Looks like an early spring in the making. — Mrs. Orral Laughlin, Wheeler County, Ore.



Russell Kelso, president, Saddle & Sirloin Club, Chicago; Sam C. Hyatt, American National president, Wyoming.

C. L. Van Buren and Wm. Ljungdahl, both of Missouri.

Washington staters Dale Ausman and Hugh Huntley.

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Govt. Controls And Orders

(The following is taken from the speech of U. S. Senator Andrew F. Schoeppel at the Kansas City convention of the American National.)

ALTHOUGH 1952 turned out to be a record production year for agriculture, declining farm product prices have led to speculation in some circles that a new agricultural recession might be in the making. The year opened with the level of farm prices at 105 per cent of parity, but by the end of 1952 the price level had dropped below the parity goal for the first time in nearly 2½ years.

Farm price declines, as you well know, were sharpest for beef cattle. They closed the year about 25 per cent lower than at the start. The farm debt climbed above the 14 billion mark, an increase of nearly 2 billion during the year. On the other hand, all reliable predictions are that the income of industrial workers will reach a record high in 1953.

If we are to live under controls and price programs such as we have experienced, it will mean that a squeeze will be put on the livestock producers because it will further hold down the selling price of livestock. And, if history repeats itself, it will hold up the prices of things a livestock farmer has to buy, including feed of all kinds, wages and machinery.

Well do I know that the consumer has been led to believe that although prices are high, they would go still higher if it were not for price control. But let's look at the facts! The price of top fat steers on the Denver market dropped from \$40.25 a cwt. in August of 1948 to \$34.50—yet in March, 1952, retail prices on T-bone steak went to \$1.16 a pound from 85 cents per pound in August, 1948; chuck roast went to 72 cents from 59 cents, and hamburger to 77 cents from 57 cents. Cattle prices dropped from \$30.30 a hundred pounds in April, 1951, when OPS ceilings were imposed, to \$27.20 in January, 1952.

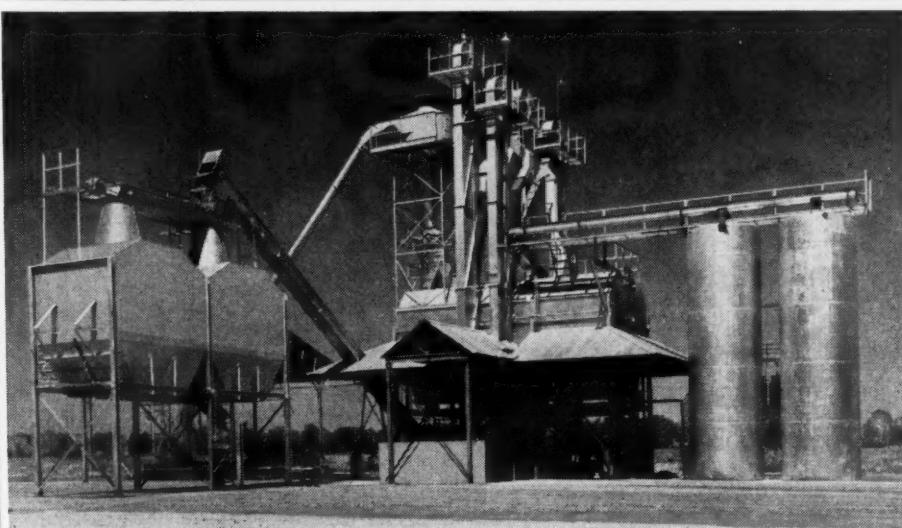
During the same period that cattle prices declined nearly 10 per cent, the retail price of beef increased. The Bureau of Labor Statistics reports that steak prices increased from \$1.08 in April, 1951, to \$1.13 in January, 1952. Rib roast rose from 85 cents in April to 88 cents in January. Farmers were receiving an average of 3 cents a pound less for their cattle in January than they were in April. This would ordinarily cause a reduction of 6 cents a pound in the retail price of beef. Instead of going down 6 cents a pound, retail prices under OPS regulations rose 5 cents a pound on round steak and 3 cents a pound on rib roast. Everyone in this audience knows that the price of beef has dropped severely in recent months, and yet this is not reflected in the retail price to the con-

sumer . . . While prices are being beaten down in the stockyards and in the wholesale markets, they still remain constant on the consumer's table. By keeping meat prices to OPS ceilings, the retailers prevent the normal fluctuation which would be caused by supply and demand. Ceiling prices established by OPS have become the floor on meat products.

I imagine there isn't a stockman here who would not be delighted to sell all his cattle at the present OPS ceiling price, but the fact is that those prices are not being offered the producer while they are being charged the consumer. The OPS prices on live cattle are: Prime yielding 52 per cent meat,

\$37 a cwt.; U.S. Choice yielding 59 per cent meat, \$34.20 a cwt.; U.S. Good yielding 56 per cent, \$31.50 a cwt.; Commercial yielding 53 per cent, \$27.30 a cwt. These grades on the market do not bring anything like those prices. The retail price of meat has not been reduced proportionately. The ones who suffer, naturally, are the cattleman and the farmer.

I know the American consumer has been led to believe that it is the producer who has been getting the lion's share of the money that the housewife pays for food products. But, again, let's look at the facts. According to the Bureau of Agricultural Economics the wheat farmer's share of the retail price



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of bread declined from the postwar high of 23 per cent in 1947 to 16 per cent in June, 1951. Out of the 16 cents that the consumer paid for a loaf of bread, the farmer's share was 2.6 cents. Out of every dollar that is spent for fruits and vegetables, the farmer got 31 cents, and 69 cents went to the middleman. Out of every dollar spent for dairy products, the farmer got 54 cents and the middleman got 46 cents. Out of every dollar spent for meat the farmer got 68 cents and the middleman got 32 cents. Whereas in 1951 the farmer got 50 cents of the consumer's food dollar and the balance went to the middleman, in 1952 the farmer's share of the consumer's dollar was 46 cents in October—4 cents less than a year earlier, and the smallest since Korea.

No one will deny that food prices seem high in comparison with our memories of prices we paid before World War II. But the real test of whether or not food prices are high is to be found when we compare the relationship of food prices to consumer incomes. According to the Bureau of Labor Statistics, consumers spent 23 per cent of their disposable income for food in 1935-39. Today consumers are spending 27 per cent for food, but they are eating better. If the American housewife today would be willing to accept the same quantity and quality of food which cost 23 per cent of disposable income in 1935-39, the cost would be only 19 per cent instead of 27 per cent. In addition to buying more food and higher quality food, she is demanding better service, better handling, better packaging—and all this costs more money. And let me again remind her that she is paying more for marketing and distributing of food products than she is paying for the food itself... If

my information is correct, on the present market Choice cattle are bringing 10 per cent less than a year ago, while Good grades have suffered a more severe drop of 25-30 per cent.

Acting in good faith and encouraged by the government, the American cattleman in 1950 increased his herds in order to make more meat available for the consumer in 1953. The Korean war, the international situation, the high consumer purchasing power and the increased population were all factors that indicated an expansion in the number of beef cattle needed and desirable. In 1953, therefore, we face the prospect of 93,000,000 or more cattle—over 8,000,000 higher than any time in our history. The situation has very nearly reversed itself in one short year. Although the supply of Choice is still somewhat short, the supply of Good is glutting the market, and prices have fallen over \$9 per cwt. in one year. At these prices, you producers who bought cattle two years ago, when they were high, are losing your shirts.

Since U.S. Choice graded beef is bringing more money than U.S. Good there are many who believe that the solution to the industry's problems lies in the upgrading of beef, with resultant higher prices to the producer. Many of you know my position on this subject. For a long time I have been in favor of greater latitude in meat grading. I realize it is a tremendous problem; it is recognized, also, by all of us that a human element enters into the grading process. I do not think, however, that this is the immediate solution to your problem.

I took the time to review the records of the meat grading service of the Department of Agriculture, to make sure of some facts and dispel some myths that are prevalent. Before the days of OPA, in 1940, there were on the average approximately 100 government graders whose services were requested by the various meat processors who desired to have the meat examined and stamped with the U. S. government grade. The fact is that the program was initiated at the request of the packing industry.

When the OPA was established and compulsory meat grading became mandatory, the meat grading services hired a total of 526 graders and 42 supervisors. The qualifications for these graders were at least three years' experience, actively engaged in the grading of meat at wholesale levels. Three-fourths of the graders were recruited from the packing industry. When OPA was discontinued, 200 meat graders were dropped, but the industry still requested the services of 300 graders, the expenses of which, remember, were borne by the packing industry.

In 1947, in the days between OPA and OPS, there was a voluntary grading system, and they had 275 graders and 32 supervisors. Under OPS, in June, 1952, there were 531 graders and 63 supervisors, and it is estimated by the Department of Agriculture that in 1953,

if OPS is abolished, we will have 350 graders and about 50 supervisors under the voluntary system. . . . Under the voluntary system of grading approximately 80 per cent of the packers will continue to request the services of the government grading service. I do not



E. H. Wilson and Mack Maples, respectively the secretary and president of the Alabama association.

Glenn Cornelius, Calif., and Jos. Souza, also of Calif.

Executive Secretary E. E. Mollin, Denver, with Bob Lister, Ore.

Fred J. Fritz and A. A. Jernigan, both of Arizona.



Two California couples. At top, the John Baumgartners; lower, John and Mrs. Guthrie (he, a new vice-president of the National).

know, based on the evidence which I have, whether a horde of untrained, inexperienced meat graders has been foisted upon the cattle industry. I would welcome any evidence that sustains the view of those who claim that such has been the case. Some cattlemen of long experience and sound judgment feel that since the U. S. grade determines the selling price, the spread between low Choice and high Good should be slight, since the division is almost arbitrary, based upon the individual grader's opinion and judgement. . . . The situation would be remedied if the grading system were adjusted so that an intermediary grading between U. S. Choice and U. S. Good could be established—one which would allow a category into which could be placed the marginal cattle. . . . If the spread between Good and low Choice could be reduced, in the opinion of some producers, it would mean as much as from \$50 to \$60 per head on a thousand-pound steer. This would mean the difference between breaking even on a 12-month operation or a ruinous loss.

. . . If the information I have from the Department of Agriculture is correct, there will probably be a 15 per cent decline in the number of hogs on the market this coming year. This will undoubtedly increase the price of pork products. Assuming that the purchasing power of the consumer remains at its present high level, and with the normal increase in the beef-eating population, I should imagine that by spring there will be more of a demand on the part of the consuming public for beef.

Cattle prices are being driven down at the present time—no doubt because there is an oversupply in the market and bad drouth conditions have prevailed in many cattle areas, requiring liquidation. It is interesting to note my own state of Kansas, reflecting the lower prices for livestock, and the record crop of wheat with livestock producers accounting for only 46 per cent of the total farm income during the first ten months of 1952, compared with 66 per cent during the same period last year. I am sure some of this can be charged to the government's meddling in the livestock business, causing a downward trend in prices and premature liquidation to get out from under.

In all probability, to prevent too rapid a liquidation and to prevent the losses which face the cattle industry, if these downward trends continue, it may be necessary for us seriously to consider longer-range loans of some type and some type of ceiling or floor, which many of you abhor.

Second, I think the cattle industry (including the retailer, the packer and the cattle raiser) has a job of merchandising to do. The people of the United States have become educated, perhaps over educated, on the subject of Choice meat, whereas no comparable effort has been made to point out the very definite advantages to the consumer who wisely selects and uses Good grade of meat . . . regrettable though

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Shorthorn heifer calves . . . a pen of steer calves and some cross-bred heifer calves.

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J. C. Price, Conrad, Mont.	Norris West, Idaho Falls, Ida.
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Ralph Phillips, Springville, Utah	J. E. Siverling, Walla Walla, Wash.
Harold Tyler, Rockland, Ida.	John Mohr, Park City, Mont.
Daniel Jones, Malad, Ida.	J. O. Beck, Boise, Ida.
Robert Kibler, Waitsburg, Wash.	The Cheneys, Belgrade, Mont.
Byron Reser, Walla Walla, Wash.	Wilbur P. Spring, Belgrade, Mont.
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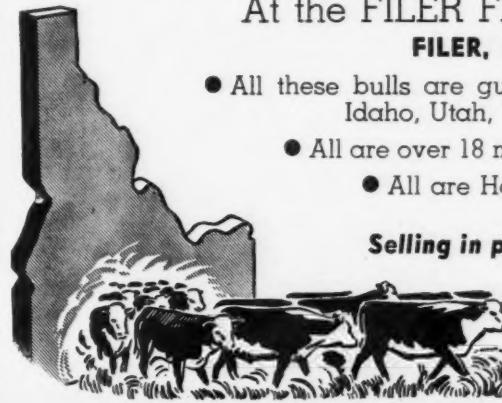
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- All are over 18 months old
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Selling in pens of one to five head

Sale sponsored by the Idaho
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Walt Schodde, Burley
Sale Manager



it may be, the fact is that today, regardless of price differentials, too many American consumers with more money to spend will not buy U.S. graded Good meat. There is no rhyme or reason to this purchasing pattern. The cattle industry should not allow the condition to exist when it can be easily remedied by the education of the consuming public . . . by constant reminder that in many cases it is economical and intelligent to buy various grades of meat.

It is high time someone educated the military purchasing agencies, also, that Good grade beef, properly prepared, is just as good as Choice. . . .

I leave you with the admonition, keep your livestock industry free, fertile, rugged and competitive. We are on the road back and I am hoping controls, roadblocks and the tinkering of planners are on the way out.

NATIONAL JUNIOR OFFICERS

The following young people were elected to head up the Juniors: Jim Cowan, McNeal, Ariz., president; Nathan Ellison, Globe, Ariz., first vice-president; Jerry Seidler, Alliance, Nebr., and Jerry Houck, Gettysburg, S. D., second vice-presidents; Joe Lane, Roswell, N. M., treasurer; Marilyn Milburn, Grass Range, Mont., secretary.

MISSISSIPPI CONVENTION

THE PROGRAM of the seventh annual convention of the Mississippi Cattlemen's Association at Jackson last month included discussions on profitable beef production, recent developments in that phase of the industry, a cattlemen's forecast and showing of the American National film "Land of Our Fathers."

Elected to office were Fred W. Klyce, Jr., of Sardis, who succeeds John R. Baird. Dorris L. Ballew of Natchez became the first vice-president; other vice-presidents are R. P. Young of Macon, C. D. Maddox of West, Harold Council of Greenville and M. P. Moore of Senatobia.

Area vice-presidents of the organization are: A. R. Smith, Raymond; Frank Brumfield, Inverness; B. M. Massey, Lyon; Fleet Parkman, Oakdale; D. M. Dowdell, Port Gibson; Don Bartlett, Como; Ben McCarty, Greenwood; Ray Means, Scott.

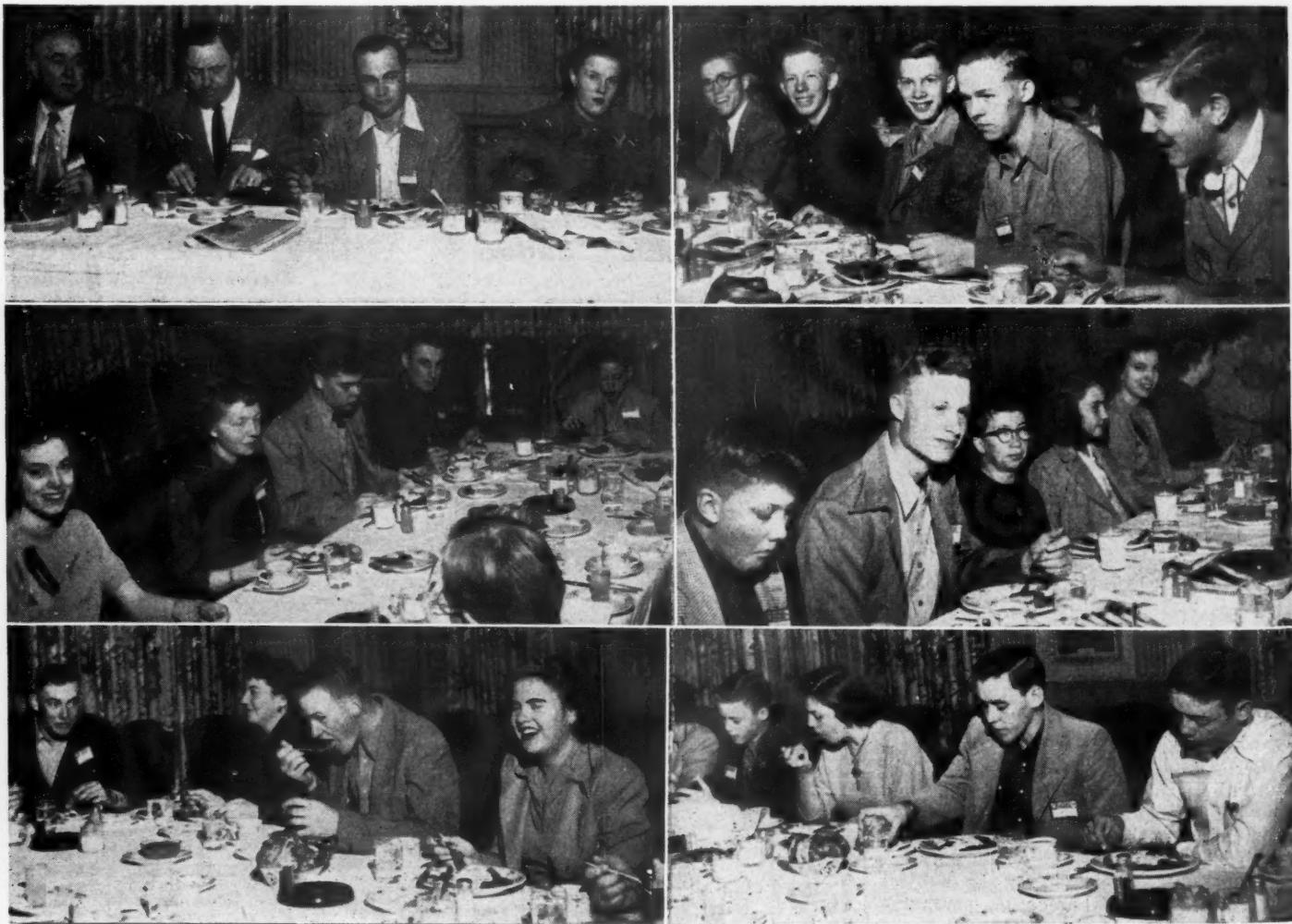
Dr. Wm. A. Albrecht of the University of Missouri at Columbia spoke to the convention "In Defense of the Cow"; J. C. Holbert, head of the Iowa Beef Producers Association, took up Funda-

mentals of Profitable Beef Production.

F. E. Mollin, the American National's executive secretary, in Jackson for the meeting, titled his address "The Cattleman Looks Ahead." His appearance on the program was followed by a panel discussion of Recent Developments in Beef Cattle Production, headed by H. H. Leveck of the Mississippi Agricultural Experiment Station.

The annual banquet was held the evening of the first convention day; the featured speaker on this occasion was J. E. Stanford, executive secretary of the Kentucky Farm Bureau.

In their resolutions the Mississippians urgently called for the greatest caution in granting paroles to persons convicted of cattle theft; recommended passing of legislation that would require identification of trucks transporting livestock; asked for an amendment that would permit the sale in the state of feed containing urea, subject to regulations of the Mississippi agriculture department. (Protein containing that ingredient in proper amounts is less expensive for cattlemen, and Mississippi is the one state which prohibits sale of such feeds.) The cattlemen also suggested thorough study of the operation and regulations governing auction markets in older cattle producing states.



The above scenes are from the Junior breakfast, held during the Kansas City convention as just one of the many activities planned by the young people. Business sessions and

lighter gatherings were featured in a well balanced program, which also saw the cattlemen of tomorrow attend meetings of the National grownups.

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The Market Picture

SLUMPING PRICES continued to be the rule in the cattle business, as the expected sharp increase in cattle slaughter began to take shape and dressed beef markets were depressed throughout the country. Although November, 1952, slaughter did not show much increase due to the large percentage of stock cattle marketed over the country, December cattle jumped sharply. Cattle slaughter was up some 25 per cent over the previous year, while calf slaughter jumped about 50 per cent. All indications point to a sustained increase in slaughter throughout the year 1953. Slaughter early in January, 1953, was up some 15 to 20 per cent over last year.

Further substantiating the expected increase is the report of cattle numbers on feed as of Jan. 1. For the country as a whole, numbers were up some 16 per cent. But the Corn Belt showed a 23 per cent increase, according to the BAE survey. Nebraska showed a spectacular increase of 40 per cent over a year ago, to rank second this year, while Iowa was up 27 per cent. Kansas was the only central state to show a decrease, which amounted to 5 per cent. Pennsylvania was up 5 per cent. Western states averaged somewhat less, with California numbers reduced some 15 per cent from the record high of a year ago.

In the Corn Belt, farmers' intention to market indicates that a larger proportion will be marketed by April 1. All this gives little encouragement to any bright outlook for cattle prices the next few months. However, sheep and hog numbers are down, which could possibly lend some support to the beef market.

Inquiries for Stockers and Feeders

Although prospects look poor for fat cattle in the immediate future, considerable inquiry has developed for stocker and feeder cattle for spring delivery, with indications that a comparatively strong market may develop, particularly for lightweight stockers suitable for summer grazing. Moisture conditions, of course, will determine to a great extent how strong the demand may get, but lack of supplies seems the outstanding feature. Much of the winter wheatfield pasture area failed to develop this year, and many of these areas not only were unable to bring cattle into these sections for grazing but also liquidated sizable numbers. Potential buyers of wintered calves and yearlings from these areas in the spring will have to look elsewhere for supplies. While no trading basis is yet established, scattered contracts were reported on 550- to 600-pound yearling steers in Texas, New Mexico, Kansas and Colorado for March and April delivery at \$24 to \$27, a sizable string at \$28. Asking prices were reported considerably above these prices, some being held as high as \$30, with no takers.

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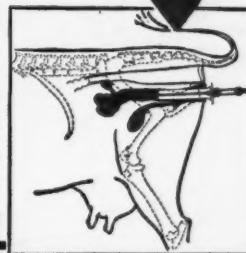
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Sometimes it's difficult to figure out what others are driving at—then, suddenly it hits you.—HOWARD HAYNES

Crying over spilled milk is one thing not even a cat can understand.

—HOWARD HAYNES

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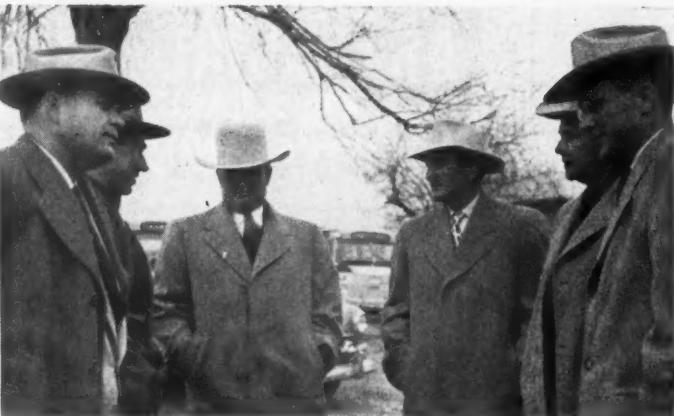
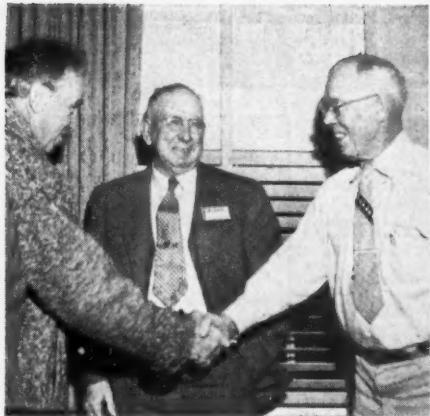
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Range Conditions Low

General range and pasture feed conditions through the West were the lowest since 1938. Grazing conditions were fairly good during December in the Dakotas and eastern Montana. Wyoming ranges were mostly open with a fair supply of old feed. Range and pasture feed is very short in much of eastern Colorado and western Kansas. Oklahoma has poor range and pasture feed but received some topsoil moisture the past month. Rains have helped to break the drought in eastern Texas, but the western sections continue dry with warm weather needed to make feed growth in the east. New Mexico received some precipitation, but old range feed is short in the eastern areas. Arizona has fair to good range feed, with sufficient moisture to start new grass in the south. California has ample moisture to make new feed in all sections. Conditions were generally favorable in Utah and Nevada. Idaho, Oregon and Washington have short old feed with considerable supplemental feeding. Heavy feeding of livestock has continued in much of Texas and Oklahoma. There has been little grazing on wheat pastures in Kansas, eastern Colorado, Oklahoma and Texas.

Cold storage holdings of frozen beef were stepped up nearly 20 per cent during December, the 263,000,000 pounds being about 75 per cent above the 5-year average. Pork storage jumped up sharply to more than double the month previous, frozen pork at 328,000,000 pounds being about 15 per cent over the 5-year average for December.

The annual pig crop for 1952 turned out to be 10 per cent short of the previous year. If spring intentions for farrowing in 1953 are carried out, an expected reduction of 15 per cent in the spring pig crop is forecast. In contrast to the liberal supply of beef to be had during 1953, it is not out of reason to assume that a much closer price relationship may exist between hogs and cattle than we have seen for many years.

Price Round-Up

During the past month the price pattern on cattle has been generally a lower fat cattle market and a stable, if not occasionally stronger, stocker and feeder market. Fed steers and heifers on the average declined \$1 to \$2, most of the pressure apparently applying to the choice grade. In fact some of the choice heifers and choice heavy steers have slipped as much as \$3 to \$4. Contrary to the trend of a few months ago, when shortfeds took the brunt of the declines in favor of choice cattle, at least in some areas shortfed cattle of commercial and good grade have been easier to move than choice. Of course the supply of these lower grades normally decreases as the feeding season progresses. Cow prices staged a substantial advance late in December and early January, but lost the bulk of the gain late in the month. Stockers and feeders held fully steady through most of the period. In fact, a little strength was noted on calves and light yearlings, but late in January a weak undertone prevailed and weighty feeder steers above 800 pounds were as much as \$1 to \$2 lower at some points,

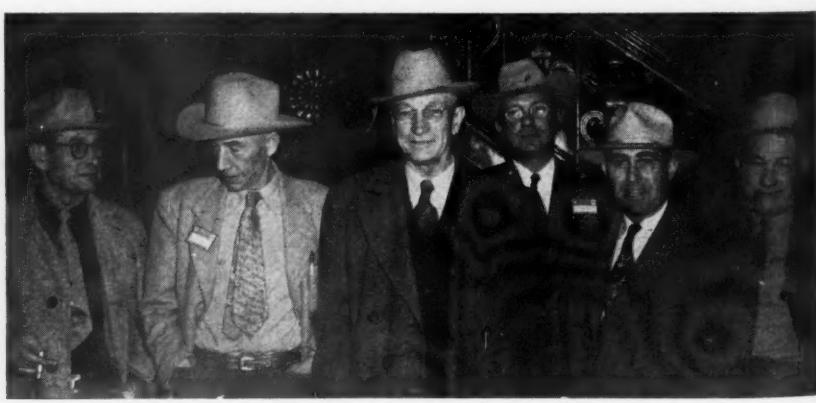
in sympathy with a continued breaking fat cattle market.

Hog prices gained \$1 to \$1.50 during the past month, while fat lambs gained around 50 cents per cwt.

Late in January, bulk of the choice fed steers sold in a range of \$24 to \$28, a moderate supply high choice and prime sold upward to \$31, while strictly prime steers had a price range of \$32 to \$36, a few loads high prime reaching \$38 at Chicago. Commercial and good shortfed steers ranged from \$17.50 to \$23.50. Choice fed heifers ranged from \$23 to \$26.50, few loads top choice to prime upward to \$28 at Chicago, with strictly prime heifers scarce. Commercial and good shortfed heifers brought \$17 to \$22. Utility and commercial cows sold at \$12.50 to \$16.50, young fed cows occasionally upward to \$18. Canners and cutters ranged \$11 to \$13.50. Utility and commercial bulls sold from \$15 to \$19 for the most part. Good and choice stocker and feeder steers sold at \$19.50 to \$25, but weighty feeder steers over 800 pounds late in the month stopped around \$22.50 to \$23. During stock show week at Denver, choice yearling stock steers sold up to \$26.50, and some high quality 800- to 900-pound feeder steers made \$24 to \$25. Good and choice stock heifers ranged \$17.50 to \$22. Good and choice steer calves sold from \$24 to \$30, latter price paid for several loads at Denver, with a few making \$31. Good and choice heifer calves sold from \$20 to \$24, several loads making \$25 at Denver with a few up to \$26. Stock cows generally sold in a range of \$12.50 to \$16.50.



Oren Boies, Nev., and Sam McMullen, president and secretary, respectively, of Nevada association; Don F. Hill, Colo., John M. Marble, Nev.



At right: Nebraskans Mose Trego, Dewey Schaffer, Henry Hanson, Woodrow Metzger, George McGinley, Jr.; Wm. Dudley.

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Choice light and medium weight butchers sold late in January from \$18 to \$19.40 at Corn Belt markets, with some West Coast points getting \$20 to \$21.50. Good to prime fed wooled lambs sold from \$21.50 to \$23, some West Coast points getting upward to \$24.50. Good and choice feeding and shearing lambs brought \$20 to \$22.50, this class showing an advance of \$1 or more in the past month.—C.W.

Association Notes

OPS price controls and compulsory beef grading were blasted roundly last month when directors of the Texas and Southwestern Cattle Raisers Association met at Fort Worth. One spokesman for the group stated that it would be even worse to have a permanent stand-by control arrangement than controls with a definite expiration date.

Samuel McMullen of Elko, Nev., is the new secretary of the Nevada State Cattle Association, succeeding Dale S. Reynolds who resigned because of the press of other duties. Mr. McMullen was born and raised on a ranch near Elko in Starr Valley and maintains a public accountant's office in Elko.



Mr. McMullen

On April 1 the North Dakota Stockmen's Association will unfurl the first issue of its own official publication. The magazine, to be called the "Bar North," will be published monthly and will serve as a news outlet for the state's Cow-Belles, and cattlemen, junior organizations, horse and saddle clubs and all other interested persons.

Louisiana cattlemen's activities last month included a day-long Beef Cattle Day session at the state agricultural college near Alexandria under sponsorship of the Rapides Cattlemen's Association and the agricultural committee of the Alexandria Chamber of Commerce. Around 300 central Louisiana stockmen heard D. Howard Doane of St. Louis report on research into types of beef animals that best convert grass to meat in a hurry.

Directors of the seven-year-old Northwest Oklahoma Cattlemen's Association called a special meeting at their headquarters in Woodward on Dec. 30. Routine business and plans for the various events to be sponsored by the organization in 1953 were discussed. The date for the group's annual meeting has been set at May 7, in Woodard. Other decisions included the scheduling of two or more purebred cattle sales to be sponsored during the coming year by the association.

Lee Riders

PREFERRED BY TOP STOCKMEN

L. E. Mathers, Jr., of Mathers Bros., Mason City, Ill. wearing Lee Riders (cowboy pants and jacket) showing the Senior and Grand Champion Short Horn Bull of the American Royal Livestock Show in Kansas City.

LEE RIDERS...
AT LEADING STORES
COAST-TO-COAST
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THE H. D. LEE COMPANY

GAME OF CHANCE
When Cowboy Joe met Jane McDuff,
It got him in a fix;

He held her hand, she called his bluff,
And then she raised him six!
—HOWARD HAYNES

THE BEST IN POLLED HEREFORDS
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We Export More Cattle Than Any Hereford Breeder in U. S.
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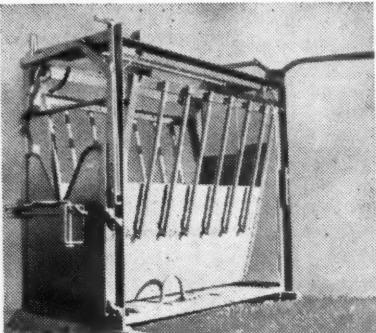
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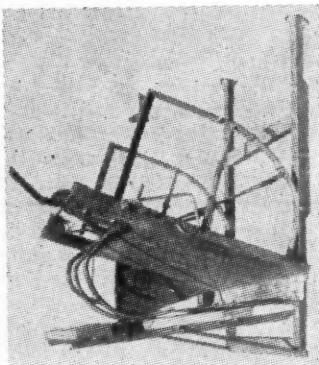
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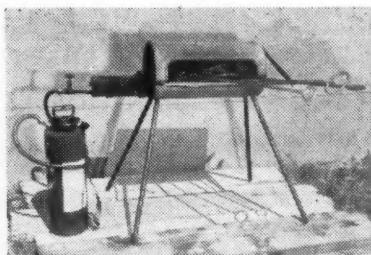
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The world's best cattle machine. Used by 5,000 leading cattlemen.



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The most efficient and convenient means for handling 100- to 300-pound calves.



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A December meeting of the Tri-State Association was presided over by Seth Burstedt of Challis, head of the Idaho Cattlemen's Association. Idaho Secretary Leon Weeks of Boise read the minutes of the group's meeting held May 17, 1951, at Centralia, Wash., and the chairman called on Alan Rogers of Ellensburg, Wash., to make a report on the foot-and-mouth disease situation.

A motion was passed that the BAI be urged to provide facilities in the West for studying other than vesicular diseases. An inquiry about possibilities of establishing such a branch laboratory has not yet been answered by the BAI head. Larry Williams of Oregon, and R. J. Hawes, chairman of the Idaho state brand board, explained the brand setups in their respective states. (The two states have similar laws, but that of Oregon is purely advisory.)

A mid-January meeting of the Cattlemen's Association of Morgan and Associated Counties at Brush, Colo., further multiplied the often reiterated raps of recent months at OPS and its machinations. Secretary Frank Hartman presided over the meeting, at which speakers included Rad Hall, assistant executive secretary of the American National Cattlemen's Association, who discussed actions taken by the recent convention of that organization in Kansas City, Mo. (Among these was a resolution aimed at exposing the harm done by OPS regulations and compulsory grading rules.) . . . Alonzo Petteys, banker, of Brush, who recalled other recurring times of difficulty which the industry has gone through in the past.

. . . Harry Holinger, former president of the Morgan association, Don Hamil of Sterling, Edgar Tunison and T. H. Reddick. The latter named men attacked various phases of the OPS activities or expressed optimism that the industry will remain sound in spite of the current situation.

BUREAUCRATS THROWN FOR LOSS

Government-managed farming in Australia is turning out to be a failure, says a recent news story. Jointly with Britain, the down-under country in 1948 undertook a food production venture under which Britain did most of the financing and Australia provided 700,000 acres in Queensland province for the production of beef, pork and grains for the United Kingdom. By last March, the two governments are shown to have sustained a loss of more than \$1,250,000 on the project.

CORNCOB RATION NOT CHEAPEST

A livestock specialist with the Illinois College of Agriculture recently listed the costs of four wintering rations for steer calves resulting from actual tests at Corn Belt experiment stations. These costs averaged 20 cents on corncob ration, 17 cents on corn silage, 19 cents on grass and 23.5 cents on hay for each pound of gain. The cost of corncobs is figured at \$10 a ton by Purdue University, where much work has been done with that feed; that figure was used in computing the cost of the rations. Corn silage and grass silage costs were figured at the value of the hay or grain crop ensiled, plus a labor and machinery cost for putting the crop into the silo.

Meat Institute Head Presents Outlook

In his address, "Looking Ahead with the Meat Industry," before the American National convention last month, Wesley Hardenbergh cast a practiced eye to the future with these words which hold special interest for stockmen at this time:

"I (shall) discuss briefly the outlook for 1953 as those in our marketing division at the American Meat Institute see it.

"The rapid build-up in our cattle numbers stemmed from the desire of ranchers, farmers, doctors, lawyers, and everyone else with a spare dollar, to own cattle. Barring a substantial spurt in inflation, this situation would appear to be about over, which means more cattle probably will be marketed in the next few years. As usual, the weather and feed situation may affect marketings next year. If the weather should continue dry in the range states, it seems probable that some liquidation of cattle herds will almost surely develop.

"With the opening of the Mexican border last Sept. 1, and the Canadian border next Mar. 1, imports of cattle from these bordering countries are expected to be substantially greater than during the past two years. There has been some backlog up of cattle in these countries, and it is believed that imports for the year are likely to equal 500,000 head, although there is some feeling that Mexico will be using more beef domestically than was the case before the border was closed and some feeling that the relative closeness of Canadian and U. S. values may tend to hold down Canadian imports. In addition, a sizable quantity of fresh and cured beef is expected to continue to be exported from the Mexican packing plants into the United States.

"If the prospective increases in cattle marketings and beef production materialize in 1953, it will mean that a somewhat increased supply will have to be balanced against a demand that, in the opinion of many economists—and they have been known to be wrong—probably will be about the same this year as last.

"But in saying this I would like to remind you that things in this industry frequently turn out differently from expectations or indications, and therefore I would like to let you draw your own conclusions as to the probable trend of events."

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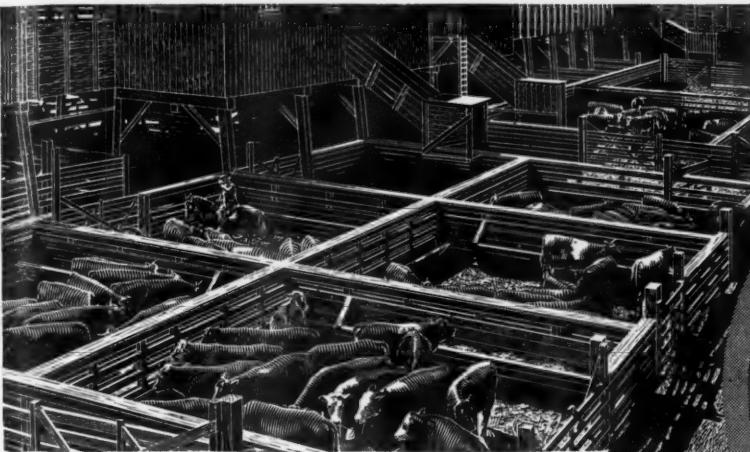
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ODUCER

From Swift: \$1,971,627,518.00



When you read an annual report of a business, you expect to see facts and figures. On this page we present the dollars-and-cents accounting of Swift & Company's business operations for 1952. But behind those figures there is something more than cold statistics . . . it's the story of the people who make Swift's business possible.

Yes, Swift & Company is a business of people. We compete for livestock and other agricultural raw materials produced by farmers and ranchers. Many of the thousands of separate transactions are completed face to face. You know the Swift man with whom you deal. He knows you. If you sell through a commission man, he and the Swift livestock buyer know and respect each other.

Swift folks are a large group of people . . . 76,000 men and women who make up the Company's working force. They are employed in many capacities. There are buyers, route men, graders, testers, foremen, managers, etc. They have a hundred-and-one different skills and abilities. There are the Swift salesmen in their "red wagon" cars. These salesmen deal with most of the 300,000 retailers across the country who sell Swift meats and other products to consumers.

Swift shareholders make another large group . . . 65,000 people who invest their savings in the Company. They provide money for plants, tools, facilities, and capital for operating the business. These are men and women who come from every walk of life—farmers, ranchers, city folks, professional men, shopkeepers, mechanics . . . 30,573 are women.

To each group . . . farmers and ranchers, employees, customers and shareholders . . . Swift & Company's management has a responsibility. We must pay fair prices to the producers of raw materials; pay fair wages and salaries to employees; distribute and sell meat and other Swift products to retailers as economically as possible; maintain the highest standards of quality to please consumers . . . and, in the end, we must earn a fair profit for Company shareholders.

From the facts and figures on this page, you can judge for yourself how well the people who are Swift & Company lived up to their responsibilities to other people in 1952.

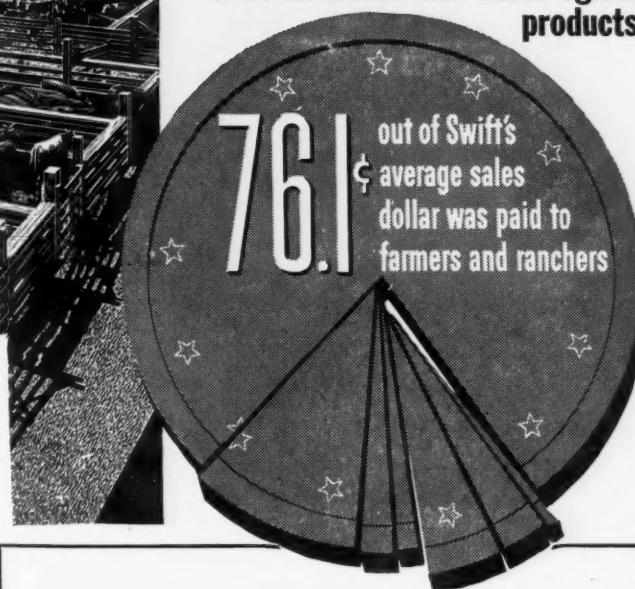
A. L. Bruckner, Treasurer Swift & Company

Swift & Company
UNION STOCK YARDS • CHICAGO 9, ILLINOIS

Nutrition is our business—and yours

February, 1953

That's the amount Swift paid to farmers and ranchers in 1952 for their livestock and other agricultural products.



Quick Facts on Swift's Business in 1952:

Total sales of all Swift's products and by-products brought in \$2,592,630,543
Total expenditures* (including \$1,971,627,518 paid to farmers and ranchers) \$2,570,932,126

Total net earnings \$ 21,698,417

*Each average dollar received in 1952 from the sale of Swift's products was spent as follows:



EMPLOYEES EARNED 11 4/10¢

Wages and salaries paid to 76,000 Swift employees amounted to \$296,436,431.



TAXES TOOK 1 4/10¢

Federal, state and municipal tax bills added up to \$35,256,211.



SUPPLIES COST 4 8/10¢

Salt, sugar, containers, twine, paper, etc. accounted for \$124,886,957.



TRANSPORTATION COST 2 3/10¢

Swift products are moved an average of 1,000 miles from ranch and farm to retail stores. Freight and trucking bills were \$59,056,380.



OTHER BUSINESS EXPENSES 3 2/10¢

Depreciation, interest, research, marketing services, telephone, telegraph, postage, travel, etc. totalled \$83,668,629.



SWIFT'S NET EARNINGS 8/10¢

Net earnings of 8/10 of a cent of each average sales dollar produced a total of \$21,698,417 after all costs were met in 1952. Of this, \$11,844,392 was paid to shareholders in dividends on their shares in the company. The balance was retained in the business to keep plants and facilities in efficient working order.

This total 8/10 of a cent of net earnings is such a small fraction of the Swift's sales dollar that it cannot have any appreciable effect on either the price of meat or the purchase price of livestock.



LADIES' CHOICE



Through a RANCH HOUSE WINDOW

By Dorothy McDonald

Because of the decline in the market for certain grades of beef cattle, the view from many ranch house windows just now is a pretty grim one, I expect. It didn't take the two fine charts on Page 11 of the January issue of the PRODUCER to prove to most ranch wives that the purchasing power of the farmer's and rancher's dollar was lower than in any of the previous 10 years (except 1950.) Most of us have already found out at first hand that even though our incomes in 1952 were at an all-time high, we actually were not so well off as in other times.

The only bright spot I can see in the present prices as quoted in our last market report is that, if this keeps up, no one is going to call western livestock producers "cattle barons" much longer! Oh well, I expect the men who have faced the hazards of blizzards, flood and drought — coupled with mad years of staving off an Alice-in-Wonderland sort of "planned economy" — aren't going to be defeated by the normal fluctuations of a free market. Seems to me that I've heard a lot of them remark, "We can make out all right in a market governed by the normal laws of supply and demand."

Maybe they're going to have a chance to prove that now. For my part, I'm betting they'll do all right. Aren't you?

* * *

I'm afraid this will be largely a column of apologies. . . . First because in February I shall not introduce you to another "Neighbor." Not that I haven't tried, but a series of circumstances—the Holidays, conventions, a trip, sickness in the family—have combined to keep the ladies I'd asked for biographical material from getting it to us in time. I truly am sorry; it seems to me that meeting a new "Neighbor" here each month would be the best reason for turning to these pages.

I'm sorry, too, that the January PRODUCER went to press before there was time to include any coverage on the Kansas City convention—the first one since the CowBelles became a National organization. Perhaps all we can do at this late date is to say a hearty "thank you" to Mary Louise Lynam, our first National president, and to the other ladies who served so faithfully with her during 1952 . . . and to resolve that, individually, we are going to support our newly-elected officers in the expanded public relations program that has as its aim helping our cowman husbands.

No matter how hard Mrs. Cowan, the new president, and her officers work, they can't put the program over without the help of each one of us. Of course it is a cliche to say that a chain is only as strong as its weakest link . . . but nonetheless that is true. In too many organizations the lack of interest of the individual members is the weak link.

May that not be true of the CowBelles in this bright new year of 1953!

At Home on the Range

In the mail this morning I received a new cookbook featuring all the amazing tricks and short cuts in cooking that are possible with sweetened condensed milk, and I was reminded of my first experience with the lovely gooey stuff. I was then a little girl not yet five, and we had ridden up into the mountains to visit my father at one end of his most inaccessible mines. For some reason, my little one-eyed pony and I forged far ahead of the rest of the party, and I had a fine uninterrupted half hour before anyone else arrived. During that time I managed to: (1) Put ten pounds of beans to soak in the two water buckets (the mine was well above timberline and every drop of water had to be packed in almost a mile); (2) free the four mice who had ventured that day into the big wire trap my father had devised (I turned them loose in the nice safe darkness of the cold pantry, as I recall); (3) Devour a full can of sweetened condensed milk that had been left open on the table.

You might think that I'd never afterward be very fond of it, but the truth is that even before I'd recovered from the spanking and the faint uneasiness so much sweetness occasioned in my small tummy, I was begging for a chance to lick the spoon when my father—who liked the stuff—used it to sweeten his supper cup of coffee.

Of course it is a far cry from just spooning up the thick sweet mixture to all the "magic" shortcuts in cooking that are based on it. I guess almost everyone has used it to make a quick creamy chocolate frosting, or an in-a-minute lemon pie filling. Since my family will not eat a coarse-grained ice cream, it makes the only refrigerator type of frozen dessert that I can use. I like to use it as a base for chocolate pudding or a chocolate pie, too . . . or would, if I could forget to count the calories! In this new cookbook, however, there were a couple of real "party" des-

serts that were new to me; sounded simple, too. Next time I have some ladies in for luncheon or for tea, I'm going to try one of them. Here they are, in case you would like to try them, too.

MOCK CHEESE CAKE

4 eggs, separated	$\frac{1}{2}$ tsp. nutmeg
1 can sweetened condensed milk	$\frac{3}{4}$ cup zwieback crumbs (12 zwieback)
$\frac{1}{2}$ cup lemon juice	
1 tsp. grated lemon rind	2 tbsp. melted butter
1 tsp. vanilla extract	

1. Beat egg yolks; add condensed milk, mix well.
2. Add lemon juice, lemon rind, vanilla and nutmeg. Blend.
3. Beat egg whites stiff but not dry. Fold into milk mixture.
4. Combine crumbs and butter; sprinkle buttered pie pan with half the crumb mixture. Pour in milk mixture, then sprinkle top with remaining crumbs. Dust with nutmeg and bake in slow oven—325 degrees—for 30 minutes. Cool in oven for an hour with door closed, then remove.

DATE AND NUT ROLL

2 cups ($\frac{1}{2}$ lb.) vanilla wafers	$\frac{1}{2}$ cup chopped nut meats
1 cup chopped dates	$\frac{1}{2}$ cup sweetened condensed milk
2 tsp. lemon juice	

Combine crumbs, dates and nut meats. Blend together the milk and lemon juice, add to crumb mixture and mix well. Form into roll and cover with wax paper. Chill in refrigerator overnight or longer. Cut into slices and garnish with whipped cream or with hard sauce, if desired.

(Not for the calorie-counters, this one . . . but wouldn't it have a festive party



Arizona, and the Cowan family, are proud of this mother-and-son duo. Mrs. Ralph Cowan is president of the National Cow Belles, following election at Kansas City, and son Jim heads up the National Juniors for the coming year.

AMERICAN CATTLE PRODUCER

COWBELLE LEADERS MEET AT KANSAS CITY BREAKFAST



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ODUCER

We could, you know, just live on skinned milk and bananas for the next day or two if we didn't want those calories to show.

And so . . . good eating . . . and good evening . . . to you all.—D. M.

CowBelle Notes

Reports from the CowBelles who attended the Kansas City convention are that it was "a grand one," and that all the ladies came away from it even more enthusiastic than ever about the possibilities, and responsibilities, for doing good work that their organization carries.

Elected to preside over the National CowBelles for the coming year was Mrs. Ralph C. Cowan of McNeal, Ariz., and the first vice-president is Mrs. John Guthrie of Porterville, Calif., who will be in line for the next presidency. Named second vice-presidents were Mrs. P. E. Williams of Davenport, Fla., who is membership chairman, and Mrs. Joe Lee of Mitchell, Nebr., who is the public relations head. The secretary-treasurer is Mrs. Phil Nowlin of Douglas, Ariz.

Missed at the convention was Mrs. Joe Lane, Jr., of Willcox, Ariz., who had expected to attend but made a sad change in her plans when she lost her mother, at Roswell, N. M., the week-end before the meeting.

Among special features of the CowBelle gathering this year was a luncheon given for the ladies by the Santa Fe Railway, which provided an enjoyable menu, orchestral background music, carnation corsages and a bag of Santa Fe favors. Informality was the keynote for this affair, at which a style show was programmed and followed by a brief talk by Mrs. Lewis, special representative for the host company.

At the "fun" breakfast which the ladies enjoyed at the Livestock Ex-

change, many of them wore western gear, adding much to the color of the occasion. Added pleasure came also from a popular Kansas CowBelle trio, and from the interesting favors which included hand-made aprons.

Mrs. O. W. Lynam of Burdett, Kan., the retiring president of the year-old National auxiliary, was the surprised recipient of a sterling silver bowl and spoon appropriately engraved in honor of her work with the group during the past year.

Charter membership for the association was reported at well over the thousand mark, with a scattering of names still arriving through holiday-delayed mails.

The board of directors of the newly-organized San Diego County CowBelles held a lunch meeting in Escondido, Cal., on Jan. 7. Committees were appointed and by-laws discussed. Mrs. Lawrence

COWBELLES!

Your 1953 dues are payable now. Please address them to Mrs. Phil Nowlin, Box 1078, Douglas, Ariz., your new secretary.

Note, too, that charter members should send in their cards with their dues, to have them stamped for this year. Thanks!

Another request: Mrs. Cowan, new National CowBelle president, would like to have the names and addresses of all state presidents and past presidents for both the CowBelles and the Juniors. She asks that the respective states please send this information to Mrs. Nowlin, the National CowBelle secretary, as soon as possible (address above). Thanks again.

Daley, the president, announced that the first general meeting would be held on Jan. 21 (same time and place as the regular county cattlemen's association quarterly meeting.) She urged all wives of San Diego cattlemen to attend.

Mrs. John Hanson, president of the North Dakota CowBelles, and State Publicity Director Mrs. Gilman Peterson were interviewed recently by Mrs. Margaret Star on her "Welcome Wagon" radio program over a Dickinson station. Mrs. Hanson reviewed the history of the state CowBelles and Mrs. Peterson discussed their pins and what determines eligibility to CowBelles membership. Mrs. Hanson also reviewed her many National Cattlemen's conventions. The one at Kansas City in January of this year is the eighth that Mr. and Mrs. Hanson have attended.

The Colorado CowBelles, at their annual breakfast and business meeting in Denver Jan. 27, voted to donate \$100 to the March of Dimes; the check was later presented to the campaign by Mrs. Leavitt Booth, secretary of the group. This is the first project that the CowBelles of the state have undertaken outside the industry itself.

Association officers are: Mrs. Carl Bledsoe, president; Mrs. Tom Field, vice-president; Mrs. Jim Price, treasurer, and Mrs. Booth, the secretary.

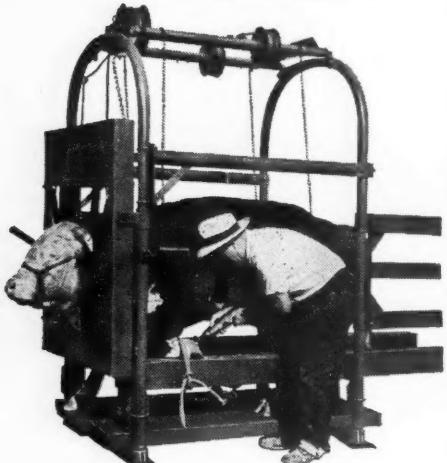
IT'S A 'BORROW PIT'

In much of the West the ditch on the sides of the highways is called by a variety of wrong names: "bar-pit," or "bar-ditch," "barrel pit" or "barrow pit." One newspaper even published the name as barrow pit." The true name for the ditch is "borrow pit." It's an old engineering term used to designate an area from which soil or other materials are "borrowed" to fill in or build up another area. Dirt is taken from the ditch and used to elevate and bank the highway, so that rain water will run off the highway into the ditch.

ANOTHER **TECO** PRODUCT



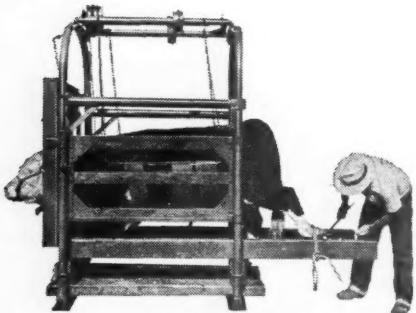
CATTLE STOCK



For dehorning, hoof trimming, horn branding, tattooing, and all other work on stock where complete access to all parts of the body, feet and head is necessary, you can't beat a TECO Cattle Stock.

Patented triple-action dehorning gate holds the animal's head securely and safely . . . opens to allow the animal to leave through the front of the stock.

May be moved from place to place in a pickup truck or dismantled. They're ruggedly built to high TECO standards to give years of service.



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Name.....

Address.....

City..... State.....

Personal Mention

John H. Guthrie of Porterville, Calif., elected to a vice-presidency of the American National Cattlemen's Association at the Kansas City convention, will be one of the speakers at the seventh annual meeting of the Western States Meat Packers Feb. 11-13, in San Francisco.

Leavitt Booth of Arvada, Colo., first vice-president of the Colorado Cattlemen's Association, has been elected vice-chairman of the state's Highway Users Conference.

Dorman Turner, formerly secretary of the Oregon Cattlemen's Association, has recently taken on the position of field representative for the First National Bank of Portland, at its Lakeview branch.

Mrs. Phyllis Long, 32 years old and a former truck driver, recently answered an ad by Chicago's Union Stock Yards, which had been having trouble getting male applicants for work as cowhands, and became the first woman ever hired for such a post in the 87-year history of the yards.

A large livestock loan concern, the Arizona Stockmen's Loan Company, has been sold to a group of stockmen in the state, including E. R. Cowden of Phoenix, president; Frank C. Armer, Phoenix, executive vice-president and manager; Norman Fain, Prescott, vice-president; Clifford A. Clements, Phoenix, secretary; John Jacobs, Flagstaff, treasurer.

Albert K. Mitchell, Albert, N. M., former president of the American National Cattlemen's Association, has been elected a member of the board of directors of the Denver (Colo.) National Bank. Mr. Mitchell, who owns the Tequesquite Ranch at Albert, also manages the Matador Ranch at Matador, Tex.

W. S. "Slim" Davis, assistant, division of recreation and lands for the Rocky Mountain region of the Forest Service, is transferring to Bishop, Calif., about Mar. 1, as supervisor of the Inyo National Forest. He will be replaced in the division of recreation, lands and watershed management at Denver by Jack J. McNutt who has been, for the past two years, supervisor of the Sequoia National Forest in California.

Among new appointments announced for the Eisenhower administration is that of R. L. Stevens, to become secretary of the army. Mr. Stevens several years ago purchased the American Fork Ranch near Twodot, Mont., from Wallis Huidekoper and has been spending a part of each year there.

Andrew Johnston of Dickinson, N. D., long-time member of the American National, has been the guiding spirit in setting up a fund to finance a portrait of F. M. "Fanny" Simpson to be hung in Chicago's famous Saddle and Sirloin Club. Mr. Simpson, recently retired, was for many years head of

Swift & Company's agricultural research.

First-of-the-year announcements include that of the appointment of H. L. Van Amburgh, vice-president, to be general manager of the Union Stock Yards Company of Omaha and its subsidiary, the South Omaha Terminal Railway Company. He succeeds E. R. Handy, retired.

Forest Service appointments and transfers of the past month include the following: Jack J. McNutt, supervisor of the Sequoia National Forest, transferring to the Rocky Mountain region at Denver to fill a staff position in recreation and lands; Eldon E. Ball, supervisor of the Inyo National Forest, to transfer to the Sequoia as supervisor; Wilfred S. Davis, leaving his position in the Rocky Mountain region to become the new forest supervisor of the Inyo Forest at Bishop, Calif.; Richard F. Droege to become assistant fire chief of the California region on a transfer from the Los Padres National Forest at Santa Barbara . . . George L. Burnett is promoted to the position of assistant chief of range management for the California region; Lawrence P. Wilsey has been named the new fiscal chief of the California region, transferring from the Pacific Northwest region to fill the vacancy created by the retirement of William F. Murray.

Majority stock control of the huge Deseret Livestock Company, with extensive stock and land holdings in Utah, Wyoming and Nevada, has been bought by a group of Utah businessmen. Interests of the firm include 40,000 head of sheep; 5,000 of beef cattle; deeded lands estimated at 300,000 acres and use of additional acreage under the Taylor Grazing Act. Present officers of the company include Henry D. Moyle, president; James D. Moyle, vice-president; Walter Dansie, secretary-treasurer and general manager. These three men, from Salt Lake City, serve as directors with James H. Moss and R. John Moss of Bountiful and E. O. Muir and Wm. H. Sorenson of Salt Lake City.

E. E. "Bud" Friday has been named assistant manager of the Tri-State Livestock Credit Corporation at San Francisco, which extends credit to cattle and sheep operators in the states of California, Arizona, Nevada and Oregon. The corporation, producer controlled and operated, is headed by J. Sheldon Potter, the president.

Officers of The **AMERICAN NATIONAL CATTLEMEN'S ASSOCIATION**

For the Year 1953

Sam C. Hyatt, President.....	Hyattville, Wyo.
Jay Taylor, 1st Vice-Pres.....	Amarillo, Texas
F. E. Mollin, Executive Sec.....	Denver, Colo.
Radford Hall, Asst. Exec. Sec.	Denver, Colo.
Charles E. Blaine, Traffic Mgr.	Phoenix, Ariz.
Calvin L. Blaine, Asst.	
Traffic Manager.....	Phoenix, Ariz.
SECOND VICE-PRESIDENTS	
Fred Dressler.....	Gardnerville, Nevada
George Godfrey.....	Animas, N. M.
John Guthrie.....	Porterville, Calif.
Earl Monahan.....	Hyannis, Nebr.
Cushman Radebaugh.....	Orlando, Fla.

Obituaries

Harvey W. Willcutt, Sr.: Mr. Willcutt, an American National member, passed away at his home in Hardin, Mont., early in January of a heart ailment. He was 75 years of age, and had been a cowboy and prominent stockman from the age of 16.

John Dennis: The 19-year-old son of Mr. and Mrs. Wilbur Dennis, Ducor, Calif., and one of the state's most prominent 4-H club members, succumbed to polio after undergoing an emergency operation. His parents were flying home after attending the Kansas City convention of the American National.

Senator Simon E. Lantz: One of Illinois' prominent Aberdeen-Angus breeders, Mr. Lantz passed away in a Peoria hospital some weeks ago at the age of 80, following a heart attack. His home was at Congerville.

Laurance Hearne Armour: Mr. Armour, a director of the Chicago packing company bearing the family name, passed away in that city late in December at the age of 64. He had suffered an attack of pneumonia.

BAI Report on Disease Control

Guarding livestock health was one of the main activities of the BAI in the fiscal year ended June 30, 1952, the USDA states in discussing the annual report of Bureau Chief Dr. B. T. Simms. Three serious livestock diseases threatened the industry during the year, Dr. Simms points out. Foot-and-mouth, for centuries considered one of the most serious of livestock plagues, was brought closer to this nation's herds than at any time during the past 23 years when it appeared in Canada only 50 miles from the U. S. border. The other two threats were from air-sac infection of poultry and vesicular exanthema of hogs, both of which showed up in scattered areas of a number of states in all sections of the country. In the field of research, during 1952 one cause of X-disease in cattle was traced when the ailment was experimentally produced in healthy animals at the Tennessee experiment station by daily doses of chlorinated naphthalene, which is found in various farm-used products.

PACKERS TELL 1952 OPERATIONS

The Cudahy Packing Company reported a net loss of \$7,059,206 for its fiscal year ended Nov. 1. In the previous year, the company had reported a profit of \$1,350,411. Strikes were blamed for the loss showing, with operations for the first six months of the fiscal year resulting in a loss of \$5,143,656.

* * *

Wilson & Company reports the fiscal year ended Nov. 1, 1952, set a new record for the second time in a row, with a total of \$826,387,695, against \$823,556,795. Net earnings declined to \$3,692,795, compared with \$4,746,228 the year before.

February, 1953



Man Taking Steps Toward Deciding to Order an Extension Telephone

It's no fun rolling out of bed and trotting downstairs to answer your telephone in the wee small hours. It's much handier to have an extension telephone beside your bed.

In the basement, in the kitchen too — an extension will save you steps and inconvenience. And the cost is only a few cents a day. Call your telephone business office now.

P.S. In spite of certain shortages, extension telephones can be provided since they do not require additional outside wire or central office equipment.

THE MOUNTAIN STATES TELEPHONE & TELEGRAPH COMPANY

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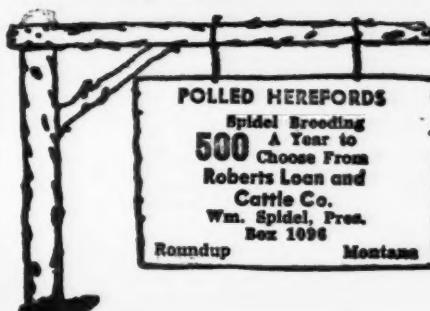
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DENVER, COLO.
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Made an Extra \$1,200 On His Cattle

A stockman writes us: "We have followed The Digest for the last three years, and hit the high market each year. Last fall The Digest said the price of cattle would go up, so I held. When I sold, my cattle averaged 34½ cents—scrubs and all. The Digest made me an extra \$1,200.00. It has made us more money in the past three years than any other investment we have made."

DOANE AGRICULTURAL DIGEST

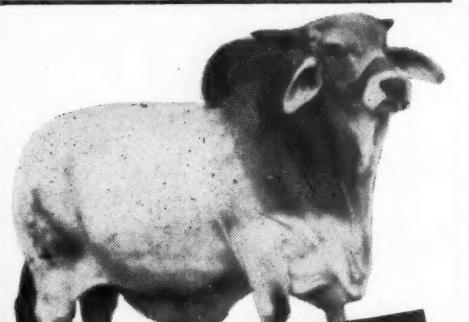
does make money for thousands of ranchers, farmers and business men who follow its practical advice. It is edited and published by the oldest and largest Farm Management, Appraisal and Research Organization. The 450 page cumulative reference volume, in a strong loose-leaf binder, is kept always up to date by the twice monthly releases, "When to Sell and Buy," and other information coming to you every two weeks, dealing with farm management problems immediately ahead, will help you.

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Top Bulls of BANDOLIER and KILEENMEER.
Bloodlines Choice individuals and carload lots

ABBA GROUP VISITS CUBA

The American Brahman Breeders Association committee of appraisal of Brahmans in Cuba had high praise for Cuban breeders on returning from an annual ten-day trip in December. Outstanding, they said, is the job of culling and selection being done by the Cubans.

Included in the six-man committee which made the trip were O. L. Partin of Kissimmee, Fla., and Harry P. Gayden, the association's executive secretary.

CHICAGO MARKET LEADS WORLD

Chicago's position as the world's largest livestock market has been confirmed by USDA statistics, just released. Leading the markets in both receipts and sales of cattle, calves, hogs and sheep combined during the past year, Chicago received a total of 6,726,000 head. Of this total, 5,385,000 sold on the open market. Total receipts were the highest for the past six years. The market led in marketable cattle and calves, with receipts of 1,932,000; it is known also for its leadership in marketing of fat steers and has always been a source for prime beef in the eastern markets.

The Chicago Stock Yards first opened for business on Christmas Day in 1865.

SAN ANTONIO SETS SHOW

Among livestock specialists appointed to judge the various breeds and classes during the Feb. 20-Mar. 1 San Antonio Livestock Exposition is James B. Hollinger of Wheatland Farms, Chapman, Kan., who will judge the Angus breeding cattle. Mr. Hollinger has worked key shows in the country and is considered a top authority.

ANGUS ASSOCIATION GROWTH NECESSITATES ENLARGED SPACE

For several years the American Aberdeen-Angus Breeders Association has been setting aside part of its annual income in a building and maintenance fund to assure an adequate amount for possible provision of a future permanent home for the organization. In a progress report to the board of directors in that connection, Wayland Hopley of Atlantic, Ia., chairman of the building fund committee, declares that 27 towns have invited the association to give them consideration as suitable sites for the building. A thorough study of these locations will be made and final action will be taken only after the committee and board report their full findings to a regular annual meeting of all the delegates in Chicago.

At the end of its past fiscal year, Sept. 30, 1952, active membership of the Angus association totaled 24,157 breeders. Since the association was formed in 1883, more than 1,500,000 purebreds have been registered.

CHAMP SHORTFEDS SHOW TOP FEEDING EFFICIENCY

Greatest feed efficiency marked the feedlot performance of the grand champion load of shortfed cattle at the recent International Live Stock Exposition, says

the American Shorthorn Breeders Association. A study of feeding data on all cattle exhibited in the competition revealed the Shorthorns of Lynwood Farm, Carmel, Ind., required less corn for every pound of gain than all other loads of another breed, and consumed only 22.5 bushels in their 116-day feeding program to an average of 26.64 for all others. The Shorthorns consumed 4.25 pounds of corn for every pound of gain, while the average for all other loads of another breed was 5.5 pounds of corn for every pound of gain. The study was made on the basis of shelled corn weight, which is assumed to be 56 pounds per bushel. The champion load sold at \$38 per cwt. and dressed at 63.2 per cent.

GERTRUDIS ASSN. ELECTS

Thomas R. Armstrong of Armstrong, Tex., a pioneer in developing the Santa Gertrudis breed, has been elected president of the Santa Gertrudis Breeders International, to succeed Walter Cardwell, Sr., of Luling, Tex. The new association head has managed the family's Armstrong Ranch since 1943, and took a prominent part in the organization of the international breed group.

CHICAGO SHOW FILM MADE

A one-hour 16 mm. sound movie has been made of the 1952 International Live Stock Exposition at Chicago and it is now available on request. It covers selection of the grand champion steer and other interesting and educational events of the International. Individuals or groups desiring to show the film can order it from Milton Bliss, National Broadcasting Company, 222 W. North Bank Dr., Chicago 54, Ill.

POLLED SHORTHORN CONGRESS SET FOR KANSAS IN APRIL

Cash prizes total \$3,000 to be awarded in the Apr. 20-21 National Polled Shorthorn Congress show and sale to be held at Hutchison, Kan. This will be the 12th annual showing for this event, which last year drew buyers from 15 states who paid an average of \$829 for 120 head with \$3,100 going for the top bull and \$3,500 for the top female.

KARPE SALE AVERAGE \$2,060

The fifth annual sale of A. H. Karpe's Greenfield Hereford Ranch was held last month at Bakersfield and brought in a total of \$109,200 for a \$2,060 average on 53 head. Nine bulls sold for \$29,725; 44 females for \$79,475. The top bull sold for \$9,000 and the top female for \$6,400, as a crowd numbering into the hundreds took part—some for the first time, many as "repeaters"—in the lively bidding activities.

BRAHMANS IN HOUSTON SALE

Two sales of Brahmans were scheduled for Houston during that city's February Fat Stock Show, both to be sponsored by the Houston Area Brahman Breeders Association. The first sale, of halter-broken Brahmans was set for the 13th; the second, composed of about 100 range bulls, for the 14th.

AMERICAN CATTLE PRODUCER

ANGUS
OF ARIZONA

An exception of A. H. Karpe's fifth place at Phoenix, the steer from champion stiff competition won at the Pacific Association brought a \$46,000 price made a \$10,000

IDAHO

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LIVESTOCK
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SAN FRANCISCO

The San Francisco February

ANGUS STEER CHAMPION OF ARIZONA STOCK SHOW

An exceptionally high quality exhibition of Aberdeen-Angus is reported for the fifth annual Arizona Livestock Show at Phoenix, Jan. 6-10, with an Angus steer from Illinois winning grand championship honors over all breeds in stiff competition. This was a first-time win at this show for the Angus breed. The Pacific Coast Aberdeen-Angus Association sale held during the show brought an average of \$479 on 57 lots; 46 females averaged \$484 and 11 bulls made a \$456 average.

IDAHOGROUP PLANS SALE

The Idaho Cattlemen's Association will hold its 14th annual bull sale at Filer on Saturday, Mar. 4, according to the organization's secretary, Leon L. Weeks of Boise.

LIVESTOCK SUPERINTENDENT OF COW PALACE RESIGNS

D. W. Danielson, who has been with the San Francisco Cow Palace since 1949, recently resigned his position as livestock superintendent to accept a post with a wholesale and retail distributor of a line of agricultural pest control chemicals.

HEREFORD SALE IN ARIZONA MAKES STRONG BREED SHOWING

Arizona and Texas Hereford establishments divided top honors in the Hereford show of the fifth annual Arizona National Livestock Show at Phoenix last month. Breeders from six states brought herds to the competition, formally launching the 1953 show season. Many of these went on from there to the National Western at Denver.

Milky Way Hereford Ranch of Phoenix, Ariz., took down both the champion and reserve championship honors in the female division. A junior calf shown by Roy R. Largent & Sons of Merkel, Tex., got the nod for reserve championship bull honors in the show. Suncrest Hereford Ranch of Scottsdale and Springerville, Ariz., captured the top spot with their bull entry; and Long Meadow Ranch of Prescott, Ariz., exhibited the champion load of heifers. Top bull of the sale brought \$6,000. Peterson Bros. of Ogden, Utah, was the seller; Winterton Bros. of Kansas, Utah, the buyer.

COASTAL ASSN. PLANS SHOW

The board of directors of the Coastal Bend Livestock Association met last month at Alice, Tex., and tentatively selected dates for two 1953 stock show events. These will take place during the first and second weeks in October, if those times are found not to conflict with other scheduled plans. Seventy-two commercial exhibitors have indicated they intend to enter displays.

SAN FRANCISCO PLANS ENLARGED JUNIOR SHOW

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THE RIGHT AGE FOR HEAVY SERVICE
Quality bulls raised under Wyoming range conditions

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Cisco Cow Palace has announced that there will be a \$6,000 increase in livestock premiums for this year's Grand National Junior Livestock Exposition

and Arena Show, to be held from Mar. 28 to Apr. 2, inclusive. This year's total in premiums will be \$24,000 as against \$18,000 for last year.



SALES

APRIL
30
SO. DAK.

SUTTON BROTHERS, AGAR, SOUTH DAKOTA ELEVENTH ANNUAL SPRING REGISTERED BULL SALE

At the Ranch—April 30, 1953
160 head serviceable age Bulls
130 head coming 2-yr.
25 head coming 3-yr.
and a few older

These bulls will not be in show
shape but will be in good
working condition.

TOP PRICED ENGLISH BULL

Robert Lazear, manager of the Wyoming Hereford Ranch at Cheyenne, announced several weeks ago that his ranch had bought the highest priced Hereford bull ever sold in England. In conjunction with the Suncrest Ranches of Arizona, WHR has paid \$45,000 for the animal, which comes from the Dequincy herd in Herefordshire.

SHORTHORN ASSN. GROWS

The California Shorthorn Breeders Association has reported a 450 per cent increase in memberships in 1952. The group recently held its annual meeting in Sacramento and re-elected Tom Hawkins of Hollister to the presidency. R. L. Cameron of North Sacramento was named vice-president, and Roy Woods of Paicines was retained in the post of secretary.

SOURCE OF NAME

The United States first brought out the name "Brahman" as referring to Indian cattle of the humped species, and countries south of the border call such animals zebus. However, neither of these terms is used in India itself, according to findings of some years back by an official of the BAI.

SECRETARY RETIRES

J. O. Read of Ogden, Utah, for 21 years secretary of the Intermountain Hereford Breeders Association, has retired. He is being succeeded by Rudy Van Kampen of South Ogden.

DENVER SHOW RECEIPTS UP

Sales in the recently completed National Western Stock Show at Denver are reported the highest on record. A new record price was established in the selling of the grand champion steer from Father Flanagan's Boys Home.

The Boys' Home made a grand sweep of the fat cattle division at the show; it was the first time that one exhibitor had showed the grand champion steer and then gone on to win both grand and reserve championship honors in the carloads of fat steers. The champ carload went at \$48 per cwt., and the reserve load brought \$35 per cwt.

One attention-catching event of the National Western was the largest pri-

vate sale of registered cattle in the nation's history: A purebred herd of 1,300 head was sold by Painter Hereford Ranches of Denver and Roggen to A. T. "Cap" McDannald, of Denver and Houston, at a purchase price reported in excess of \$400,000.

CK Ranch of Brookville, Kan., owned by J. J. Vanier of Salina, took championship honors for the third time on a carload of Hereford bulls. Wyoming Hereford Ranch of Cheyenne won reserve honors with a load of senior calves. Earl Monahan of Hyannis, Nebr., a new vice-president of the American National, was a judge of carload competition.

Turner Ranch of Sulphur, Okla., sold the 1953 champion Hereford bull at Denver for \$42,000. Joe Straus of Straus-Medina Ranch at San Antonio, Tex., was the buyer.

A record-breaking crowd was on hand for the various sales at Denver in this 47th annual National Western show. In one of the auctions, Ruth Ann Harden of Nunn, Colo., won grand championship honors of the junior show with her Angus steer, which was also named reserve grand champion of the entire show. The senior and grand champion Angus bull of the show was shown by J. Garrett Tolan Farms, Pleasant Plains, Ill. The purple ribbon for a female was awarded to the junior champion, owned by Red Oak Farms, Rocky Comfort, Mo. Russell Bucks of Davenport, Ia., topped the Angus carlot division, and reserve honors went to E. D. Seldin, Kersey, Colo.

In the Hereford sale, strong prices maintained throughout the offering. A total of 209 head went through the ring for an average of \$2,911 and a total of \$608,385. The 155 bulls consigned to the sale commanded an average of \$3,551 and 54 females averaged \$1,073. The top priced female was consigned by Wilbur Drybread of Valentine, Nebr., and sold at \$3,550.

HOME BUILDING HELP

Anyone planning the building or remodeling of a farm home can find interesting help in a new USDA booklet, the Home and Garden Bulletin No. 22. The assistance, in the form of cut-outs, is illustrated fully, step-by-step. Copies are for sale by the Superintendent of Documents, U. S. Government Printing Office, Washington 25, D. C. The price for this durable 55-pager, 30c.

State Notes

A recent study by a member of the Utah Cooperative Wildlife Research Unit, according to the Wildlife Management Institute, has shown that more mule deer from the state's Cache herd have succumbed to malnutrition than the number of antlerless deer harvested during authorized hunting seasons of the past 33 years. In that period, a total of 25,000 bucks and 5,500 does were taken from the herd; during the past 15 years, more than 7,000 of the animals have died of starvation. It was also found that the number of deer on the winter range in 1951 exceeded its natural feed supply. The Utah fish and game commission in that year authorized the first state-wide hunting season for both sexes of deer in the history of the state.

Californians are seeking more stringent enforcement of their stock rustling law, with a bill introduced in the state legislature last month. The measure would make it possible to prosecute persons if a part of a stolen animal is in their possession. At present, they must be found in possession of the whole animal.

South Dakota stockmen are cooperating in a program to control brucellosis, with a total of 4,625 signed up on a pledge to have 43,328 heifer calves vaccinated. Nearly all of these producers favor "Plan C" of three courses which were offered; this provides for vaccination of the heifer calves under the age of eight months.

In North Dakota the livestock sanitary board is planning to propose that the state legislature appropriate \$500,000 as an emergency fund in case of need to fight dangerous livestock disease outbreaks. The proposal, first submitted in 1951 and turned down at that time, would set up the fund to indemnify producers for animals that have to be killed to prevent spread of disease. Otherwise, in event of an outbreak, infected animals could not be destroyed until a special session of the legislature had provided the necessary money.

NEW EDUCATION PROGRAM OF MEAT BOARD UNDER WAY

"New Ways with Meat" is the name of an intensive educational 16-week meat program started the second week in February and reaching into states from coast to coast. To be conducted by the meat merchandising staff of the National Live Stock and Meat Board, this campaign will be featured by televised meat lecture-demonstrations and other meat education activities in 30 of the nation's larger cities. To be stressed in the four 30-minute daily demonstrations will be four major topics: (1) use of the less-demanded cuts of beef, pork and lamb; (2) meat cuts for special occasions; (3) importance of low heat in cooking meat, and (4) the correct carving of meat.

AMERICAN CATTLE PRODUCER

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NEW CAPITAL GAINS RULING APPROVED BY TREASURY DEPARTMENT

ON JAN. 6 the Treasury Department approved and issued T. D. 5970 which amends Sec. 29.117-7 of the Income Tax Regulations. Sec. 29.117-7 is the regulation interpreting and governing the application of Sec. 117(j) of the Internal Revenue Code which grants to taxpayers capital gains treatment on income received from the sale of property used in a taxpayer's trade or business, and which specifically grants capital gains to stockmen on income received from the sale of animals held by them for draft, breeding or dairy purposes.

Since T. D. 5970 are the provisions by which revenue agents are supposed to

be guided in making determination as to whether or not to allow a claim for capital gains, we are printing them in excerpted form and adding also some remarks by Stephen Hart, attorney for the National Live Stock Tax Committee.

The excerpts follow:

New Rules

(c) Livestock held for draft, breeding, or dairy purposes.—For the purpose of this section, the term "livestock" shall be given a broad, rather than a narrow, interpretation and includes cattle, hogs, horses, mules, donkeys, sheep, goats, fur-bearing animals, and other mammals. It does not include chickens, turkeys, pigeons, geese, other birds, fish, frogs, reptiles, etc.

The determination whether or not livestock is held by the taxpayer for a draft, breeding, or dairy purpose depends upon all of the facts and circumstances in each particular case. The purpose for which the animal is held is ordinarily shown by the taxpayer's actual use of the animal. However, a draft, breeding, or dairy purpose may be present in a case where the animal is disposed of within a reasonable time after its intended use for such purpose is prevented by accident, disease, or other circumstance. An animal held for ultimate sale to customers in the ordinary course of the taxpayer's trade or business may, depending upon the circumstances, be considered held for a draft, breeding, or dairy purpose. An animal is not held by the taxpayer for a draft, breeding, or dairy purpose merely because it is suitable for such purpose or because it is held by the taxpayer for sale to other persons for use by them for such purpose. Furthermore, an animal held by the taxpayer for other purposes is not considered to be held for a draft, breeding, or dairy purpose merely because of a negligible use of the animal for such purpose or because of the use of the animal for such purpose as an ordinary or necessary incident to the purpose for which the animal is held.

These principles may be illustrated by the following examples:

Example 1. An animal intended by the taxpayer for use by him for breeding purposes is discovered to be sterile, and is disposed of within a reasonable time thereafter. This animal was held for breeding purposes.

Example 2. The taxpayer retires from the breeding or dairy business and sells his entire herd, including young animals which would have been used by him for breeding or dairy purposes if he had remained in business. These young animals were held for breeding or dairy purposes.

Example 3. A taxpayer in the business of raising hogs for slaughter customarily breeds sows to obtain a single litter to be raised by him for sale, and sells these brood sows after obtaining the litter. Even though these brood sows are held for ultimate sale to customers in the ordinary course of the taxpayer's trade or business, they are considered to be held for breeding purposes.

Example 4. A taxpayer in the business of raising horses for sale to others for use by them as draft horses uses



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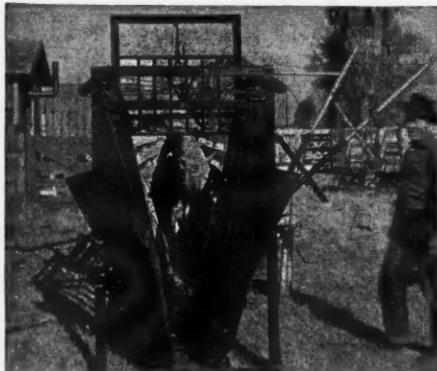
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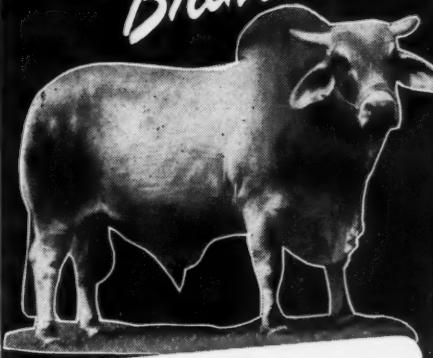
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such horses for draft purposes on his own farm in order to train them. This use is an ordinary or necessary incident to the purpose of selling such animals, and, accordingly, these horses are not held for draft purposes.

Example 5. The taxpayer is in the business of raising registered cattle for sale to others for use by them as breeding cattle. It is the business practice for the cattle to be bred, prior to sale, in order to establish their fitness for sale as registered breeding cattle. In such cases, these cattle used by the taxpayer to produce calves which calves are added to the taxpayer's herd (whether or not the breeding herd) are considered to be held for breeding purposes; the breeding of other cattle is an ordinary or necessary incident to the holding of such other cattle for the purpose of selling them as registered breeding cattle, and the breeding of such cattle does not demonstrate that the taxpayer is holding the cattle for breeding purposes.

Example 6. A taxpayer, engaged in the business of buying cattle and fattening them for slaughter, purchased cows with calf. The calves were born while the cows were held by the taxpayer. These cows were not held for breeding purposes.

Mr. Hart's comments:

T. D. 5970 is by and large a pretty fair interpretation of the livestock capital gains law and for the most part it jibes with the industry's thinking. Up to a point, the Bureau of Internal Revenue saw eye to eye with representatives of the National Live Stock Tax Committee and when T. D. 5970 was issued in tentative form, these representatives were accorded a hearing in Washington at which they voiced their objections. T. D. 5970 as finally issued, however, disregards almost all of these objections. Because the National Live Stock Tax Committee feels they are valid and should be borne in mind by stockmen. I set forth these objections.

Should Be Revised

1. We believe that the third sentence of the second paragraph should be broadened and revised to read:

"However, a draft, breeding or dairy purpose may be present in a case where the animal is disposed of without such actual use, if such intended use is prevented or made undesirable by accident, disease, drought, economic circumstances, change of taxpayer's operations, failure of the animal to conform to taxpayer's requirements, or other circumstances."

It is our opinion that under the law the revised sentence is the proper interpretation and that stockmen should use this broader interpretation in claiming capital gains.

2. We believe that Example 2 should have included a selldown as well as a sellout. Under the law a selldown would be included and it is my recommendation that stockmen interpret this example as if the following sentence were a part of it:

"The same would be true with respect to young animals which would have been used by the taxpayer for breeding or dairy purposes but which are sold by him in reduction of his breeding or dairy herd because of drought, economic circumstances, or other cause."

3. Raisers of purebred cattle should be particularly critical of Example 5.

We feel that this is a seriously confusing example and will be improperly interpreted by revenue agents. This example is an attempt on the part of the bureau to illustrate that capital gains will be denied where it is the practice of the purebreeder to withhold the sale of all of his heifers until they have calved and then sell both the heifer and calf as a pair and claim capital gains on all such heifers on the ground that they have produced a calf.

Situation Unlikely

To begin with, we think the bureau has picked out a relatively unlikely situation, but, aside from that, the example could well be very misleading. For instance, it could be interpreted as meaning that a heifer must have dropped a calf before she qualifies for capital gains. Such an interpretation is, of course, completely erroneous, since under the law it is not even necessary that a heifer have been bred if the stockman can show that he was holding her for addition to his breeding herd. We believe that Example 5 should be interpreted as if it read as follows:

"Example 5. The taxpayer is in the business of raising registered cattle for sale to others for use by them as breeding cattle. It is the business practice of this particular taxpayer to breed the offspring of his herd which he is holding for sale to others prior to sale in order to establish their fitness for sale as registered breeding cattle. In such case, those cattle held by the taxpayer as additions or replacements to his own breeding herd to produce calves are considered to be held for breeding purposes, even though they may not actually have produced calves. The taxpayer's breeding of the other offspring of his herd, however, as an ordinary or necessary incident to his holding them for the purpose of selling them as bred heifers or proven bulls, does not demonstrate that the taxpayer is holding them for breeding purposes."

This whole question as to whether young animals qualify for capital gains centers around this one question: Did the stockman intend to hold the animal for his own breeding purposes? This is a subjective matter which the stockman must be able to substantiate with some evidence other than his word alone should the bureau call upon him to do so. The fact that the young animal was actually used for breeding creates a rebuttal presumption that the stockman was holding it for breeding purposes. On the other hand, if the stockman's pattern of sales shows that he bred all of his young animals including those



"One more, and you'll be an ace."

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RAG CATTLE WITH THE NATION GUARANTEED Cattle Shipments Bellows Respond time industry car-train tonnage Imitates Great number you, or your M.O., Inc. If not queries Kettle K

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confusingly interpreted. This part of the capital gains practice of the sale of live calves and calf gains on that they

are sold regularly each year, then the above mentioned presumption goes out the window. As for unbred animals, there can be no question but that replacement heifers are being held for breeding purposes and if drouth or some other reason forces a stockman to sell his replacement heifers he can claim capital gains whether or not such heifers have been bred.

Reasonable Interpretation

I should like to point out certain presumptions that were set forth in Bureau rulings on livestock capital gains prior to the enactment of the livestock capital gains law in 1951. These rulings have since been revoked and T. D. 5970 now takes their place. We believe that T. D. 5970 should have contained the following presumptions that were included in the prior rulings and which are reasonable interpretations of a normal operation:

1. That the highest priced animals sold were being held for breeding purposes;

2. That animals retained past the normal culling period (when those to be sold are separated from those to be held) are *prima facie* part of the breeding herd;

3. That the normal number of offspring retained in prior years for replacement are in the year in question part of the breeding herd;

4. That heifers held through their second winter were being held as part of the breeding herd.

Such presumptions are necessary in the case of large scale range operations where cattle are not individually identifiable and they should be brought to the attention of revenue agents and their reasonableness pointed out.

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WHEATLAND RANCH
Aberdeen-Angus Breeding Stock
For Sale

James B. Hollinger Chapman, Kan.

February, 1953

Calendar

- Feb. 12-14—Kansas Livestock Assn. convention, Wichita.
Feb. 20-21—Utah State Cattle & Horse Growers Assn. meeting, Salt Lake City.
Feb. 27-28—Arizona Cattle Growers Assn. meeting, Bisbee.
Mar. 16-18—Texas & Southwestern Cattle Raisers Assn. convention, Houston.
Mar. 26-27—Louisiana Cattlemen's Assn. meeting at New Orleans.
Mar. 28-Apr. 2—Grand National Junior Livestock Exposition, San Francisco.
Mar. 29-31—New Mexico Cattle Growers convention, Albuquerque.
April 13-14—Idaho Cattlemen's Assn. convention, Pocatello.
May 7—Northwest Oklahoma Assn. convention, Woodward.
May 11-13—Oregon Cattlemen's Assn. convention, Portland.
May 14-16—Montana Stockgrowers' convention, Missoula.
May 14-16—Washington Cattlemen's Assn. meeting, Yakima.
June 2-4—Wyoming Stock Growers' convention, Jackson.
June 3-5—North Dakota Stockmen's Assn. convention, Mandan.
May 25-27—South Dakota Stock Growers' convention, Deadwood.
June 4-6—Colorado Cattlemen's Assn. meeting, Greeley.
June 11-13—Nebraska Stock Growers' convention, Omaha.

WESTERN DRESSED MEATS

(New York)

	Jan. 21, 1953	Dec. 23, 1953
Beef, Prime	\$51.00-55.00	\$32.50-37.00
Beef, Choice	43.50-48.00	27.00-34.00
Beef, Good	40.50-42.50	22.50-28.50
Beef, Comm.	36.00-38.00	15.25-17.00
Cow, Comm.	30.00-32.00	20.00-29.00
Veal, Prime	56.00-60.00	16.00-23.00
Veal, Good	48.00-52.00	20.50-28.00
Calf, Choice	—	14.00-21.00
Calf, Good	—	18.25-18.75
Lamb, Choice	37.00-49.00	21.00-22.00
Pork Loin, 8-12 lbs.	41.00-43.00	7.00-8.00

CHICAGO LIVESTOCK PRICES

	Jan. 22, 1953	Jan. 25, 1952
Steers—Prime	\$30.00-36.00	\$35.50-39.00
Steers—Choice	23.00-31.50	33.50-36.75
Steers—Good	20.00-25.00	31.50-34.00
Steers—Comm.	18.50-22.00	28.50-31.75
Vealers—Cm.—Gd.	24.00-32.00	29.00-36.00
Calves—Cm.—Gd.	18.00-24.00	27.00-33.00
F.&S. Strs.—Gd.—Ch.	20.00-27.50	29.75-36.50
F.&S. Strs.—Cm.—Md.	15.00-20.50	24.00-30.50
Hogs (200-240 lbs.)	18.50-19.40	17.75-18.50
Lambs—Gd.—Ch.	19.00-20.50	28.00-29.50
Ewes—Gd.—Ch.	8.00-9.50	13.50-15.50

COLD STORAGE HOLDINGS

(In Thousands of Pounds)

	Dec. 31	Nov. 30	Dec. 31	5-Yr. 1952	1952	1951	Avg.
Frozen Beef	.263,461	220,226	206,014	148,321			
Cured Beef	12,365	10,993	11,969	13,720			
Total Pork	508,091	319,643	548,604	503,613			
Lamb, Mutton	22,631	17,580	13,720	16,907			
Lard & Rend.							
Pork Fat	117,682	85,925	52,714	85,429			
Total Poultry	287,073	294,424	302,151	270,988			

FEDERALLY INSPI. SLAUGHTER

(In Thousands)

	Cattle	Calves	Hogs	Sheep
Dec. 1952	1,252	523	7,251	1,218
Dec. 1952	998	344	6,912	810
1952	11,165	5,294	62,451	12,694
1951	11,879	4,985	62,054	10,056

Mexico Lays Plans To Fight Cattle Rustling

Cattle rustling in Mexico flourishes as big business, for cattle thieves have gone modern, organizing their raids against herds systematically and employing jeeps and trucks in the night to speed their activities. They make full use also of the nation's new and ex-

cellent highways to shuttle stolen animals to distant points; evidence of their efficiency can be seen in the fact that hundreds of head "disappear" into thin air each month and the authorities have been unable to do much about the situation. Recently the department of national defense has ordered federal troops to collaborate with local police units in the matter. Some arrests have been made, but it is now proposed that a special annual fund be set up for establishing an active "cattle police force," well paid to offset possibility of bribery and well equipped with vehicles and horses to assure a successful fight. A periodic checkup of purchase documents by cattlemen is also recommended, to see that such papers are in order, as a further means of combatting thievery in wholesale lots.

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Horses

Rider & Driver (horses, sport, pleasure), \$5; Eastern Breeder, \$2; Ranchman (Quarter-Horse), \$2.

Pigeons

American Pigeon Journal (Squab fancy), \$2.

Poultry

Cackle & Crow, \$1; Florida Poultry & Farm Journal, M., \$1.

Rabbits

American Rabbit Journal, \$1; California Rabbit News, m., \$1; California Rabbit Magazine m., \$1; Rabbit Raiser, m., \$1; Angora Rabbit Magazine, m., 1.

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